



National Council of Applied Economic Research

SURVEY
of
INDIA'S EXPORT POTENTIAL
within
THE INDIAN OCEAN BASIN
& NEARBY AREAS

March 1970

ETHIOPIA

FOR LIMITED
DISTRIBUTION ONLY

**SURVEY
of
INDIA'S EXPORT POTENTIAL
to
Twenty-six Selected Countries
in
THE INDIAN OCEAN BASIN
And Nearby Areas**

prepared under the sponsorship of
THE EXPORT PROMOTION DIVISION
U.S. Agency for International Development, New Delhi
for
THE MINISTRY OF FOREIGN TRADE
Government of India

**NATIONAL COUNCIL OF APPLIED ECONOMIC RESEARCH
NEW DELHI**



REGIONAL TRADE STUDY

SURVEY OF INDIA'S EXPORT PROSPECTS

IN

ETHIOPIA

National Council of Applied Economic Research

New Delhi

April 1970

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PREFACE

In 1968, the National Council was requested to undertake a study of the export prospects for India in 26 selected countries in the Indian Ocean Basin and nearby areas. The study was to form part of a series of 'Export Potential Surveys' which are being performed by independent Indian research organizations for the Ministry of Foreign Trade. The series of studies is sponsored by the U.S. AID Mission to India Export Promotion Division.

The countries covered by this study are: Kenya, Uganda, Tanzania, Zambia, Ethiopia, Malagasy Republic, Libya, Iran, Iraq, Saudi Arabia, Kuwait, Muscat and Oman, Abu Dhabi, Dubai, Ceylon, Burma, Singapore, Malaysia, Indonesia, Thailand, Philippines, Hong Kong, Republic of Korea, Japan, Australia and New Zealand. This report on Ethiopia is one of the series.

The main objective of the study was to assess the export prospects of India in the selected countries over the five year period (1969-74). We have studied the existing pattern and past trends of Indian exports to each country, assessed the trade prospects of India in each country and suggested measures for realising the export

prospects. The term 'export' has been used in the wider sense not only to include commodities but also services such as joint ventures and engineering or construction contracts.

Apart from the individual country reports, an overall report covering our general findings with respect to the entire region of 26 countries has also been prepared and submitted and is being published separately. It may be added that the data given in this report and findings based on this data relate to the period of the field visit of our team which took place in December 1968. It is possible that certain changes might have taken place since the visit of our team. This has to be kept in mind by the readers.

In this country study we have had full cooperation from various agencies in India as well as in Ethiopia. My special thanks are due to the Ministry of Foreign Trade, Government of India, the Indian Embassy in Ethiopia and the Government of Ethiopia and a large number of businessmen and other people whom our team contacted during the field visits.

In the preparation of this report, I had full cooperation from my staff members who were directly responsible for conducting the entire study covering all the countries including the present one. Their names are given in Appendix 1. My special thanks are due to Shri R.S. Sharma Project Director and Shri K.Kasturi and Shri P.K. Krishnaswamy members of team for this country. I hope the report will be found useful by all those engaged in the export effort.

New Delhi
December 1969

S. Bhoothalingam
Director-General

N O T E S

1. The data on c.i.f. prices, trade margins, import duties, transaction and other taxes given in Chapter 5 pertain to the period of visit of the team to Ethiopia in December 1968. A few changes have been made in the Customs Duty in February 1969 and, to the extent information could be obtained, these changes have been incorporated.
2. Throughout the discussion on foreign trade of Ethiopia, Ethiopian trade with India and India's trade prospects, the U.S. dollar has been used as the unit of value to facilitate comparison with other countries. Wherever values are given in terms of Ethiopian dollar, the prefix E\$ has been used.
3. The list of importers given in Appendix 4 was also compiled at the time of visit, December 1968.

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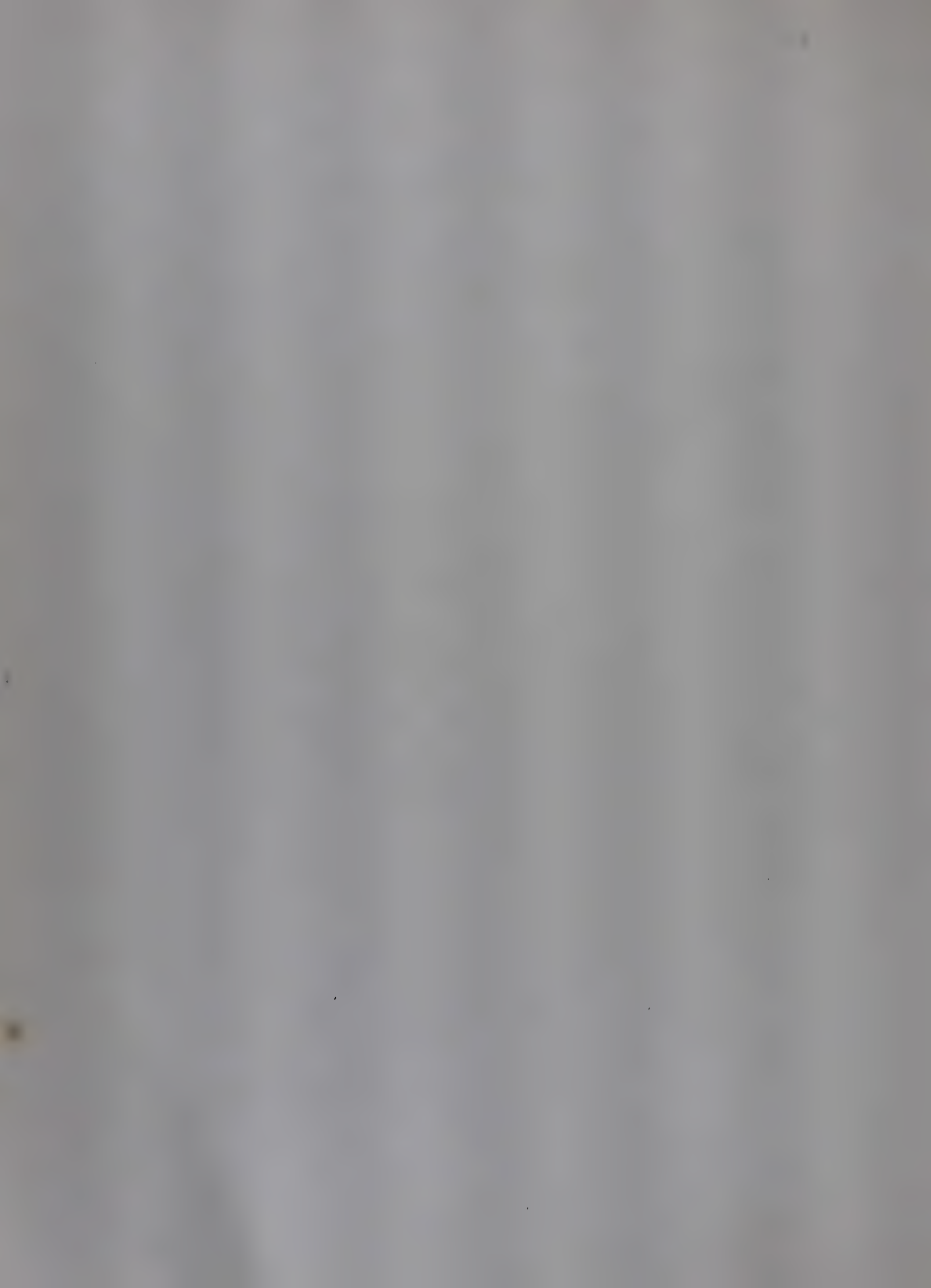
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SELECTED ECONOMIC INDICATORS

Item	Unit	1960	1965	1966	1967
1	2	3	4	5	6
1. Population	Million	20.70	22.60	23.00	23.46
2. Growth rate of population(1960-67) compound.	P.C.	-----1.9% p.a.-----			
3. G.D.P.	Million US \$				
i) at current prices.	"	...	1,418	1,498	1,600
ii) at constant prices (base year 1961)	"	...	1,150	1,198	N.A.
4. Per Capita GNP	U.S. \$				
i) at current prices	"	...	63	65	68
ii) at constant prices	"	...	51	52	N.A.
5. Growth rate of GNP (constant prices)	P.C.	-----			
6. Foreign Trade	Million U.S. \$				
i) Exports	"	73	116	111	101
ii) Imports	"	84	151	162	144
iii) Balance of Trade	"	-11	-35	-51	-43
iv) Balance of payments (current account).	"	N.A.	-13	-32	-34
7. Gold and foreign exchange reserves	"	N.A.	77	79	65

(Contd....)

Selected Economic Indicators
(Contd...)

Item	Unit	1960	1965	1966	1967
1	2	3	4	5	6

8. Trade with India	Million U.S. \$				
i) Exports to India	"	*	*	*	*
ii) Imports from India.	"	4.7	2.8	2.4	1.7
iii) Balance of trade with India.	"	-4.7	-2.8	-2.4	-1.7
iv) India's share in total exports	P.C.	0.04	..	..	0.01
v) India's share in total imports	"	5.60	1.85	1.48	1.19
9. IMF Par Value	(Units of national currency)	1 US \$ = 2.500 Ethio- pian \$.			

Area: 1,221,900 sq. kms.

Capital: Addis Ababa.

National
Currency: Ethiopian Dollar (E\$)

* Insignificant.

SUMMARY AND RECOMMENDATIONS

Highlights of the Economy

Ethiopia supports a population of 23.7 million at an estimated gross domestic product per capita of ~~E~~ \$ 150 (US \$ 60). Over the years 1961-67, per capita income in real terms, has recorded an increase of 2.5 per cent per year. Agriculture contributes a major portion of the gross domestic product and provides sustenance for over 95 per cent of the country's labour force. Ethiopia's rural economy is predominantly of small holdings and low productivity.

Ethiopia is making fairly rapid progress in the industrial field. The major developments in this field - that have had an impact on Indian exports to Ethiopia - are in textiles and in the manufacture of umbrellas. The other areas of industrial development, likely to affect Indian exports in the near future, include manufacture of synthetic fabrics, soap, paper and pulp, sacks, iron bars, tools and rubber tyres and tubes. A recent development in the industrial field is the oil refinery that has just come on stream at Assab.

The country has high hopes on its mineral resources, especially potash; but these hopes have so far been belied. A major difficulty in both mineral and agricultural development (as also in the general economic progress of the country) has been the inadequacy of transport facilities.

Ethiopia initiated a process of planned development in 1957 with a 25-year perspective. The country's Third Five-Year Plan should have commenced by now. The Plan aims to achieve an annual growth rate, in real terms, of around 6 per cent over the next five years. During this period the country's population is expected to grow at an annual rate of 2.2 per cent. Based on past experience and the country's administrative and other limitations one could reasonably expect that the rate of growth of aggregate product would be around 5 to 5.5 per cent per annum and that the real product per head would rise at an annual rate of 3 per cent till 1973.

At present, subsistence production accounts for a sizeable portion of the Ethiopian gross national product. With increased monetisation planned for, it is expected that roughly 60 per cent of the national product would

originate in the monetised sector by 1973. However, the monetised sector would still cover only around a quarter of the population; a majority would be at near subsistence levels with little or no saving capacity.

In its external trade, Ethiopia has constantly faced an adverse balance though less serious in 1967 compared to the previous year. Ethiopian export is mainly of three commodities viz. coffee, hides and skins and oil seeds. Of these coffee is perhaps the most important. Imports into Ethiopia, however, are of a wide variety of which the more important are chemicals and engineering goods. In its trade with India, Ethiopia has been constantly having a deficit balance. Ethiopian exports to India are quite negligible. This one-sided trade between the two countries has often been mentioned in official circles in Ethiopia as a factor to be dealt with in any effort for further expansion of Indo-Ethiopian trade.

The major items of export from India to Ethiopia in the early 60's used to be cotton piece-goods, cotton-yarn, jute manufactures and tea. With increased domestic production of textiles and yarn, the structure of import trade has changed. In recent times the important items

of Indian export to this market are jute manufactures, clothing, spices, umbrellas and agarbatti. Of these, exports of umbrellas face difficulty with the establishment of two umbrella assembly plants in Ethiopia although the export of materials for the manufacture of umbrellas is likely to continue. Agarbatti, which is major item of export now, is also likely to face a decline in the coming months because of the recent changes in the Ethiopian tariff structure. A proposal exists for the manufacture of jute bags in the country. At present, the largest single consumer here, the Ethiopian Grain Corporation, gets its requirements through direct negotiations with manufacturers rather than by tenders.

Problems of Indian Exports

The main medium of India's exports to this market has so far been the expatriate Indian business community who are mostly to be found in such traditional lines as textiles, spices and tea. With the changing nature of the Indian exports, it now becomes necessary for India to seek new handling agencies. Some of the Indian importers here are, no doubt, making efforts to change over to new

lines but the pace is rather slow. Indian exporters, therefore, should try to cultivate actively the non-Indian importers; this would indeed be quite a task, as the experience of one or two such importers with India has not been satisfactory.

A sizeable portion of the Ethiopian demand for items such as building materials, machinery, equipment, etc., arises on Government account, where purchases are made mostly by tenders, local and global. The Indian Embassy tries to keep in touch with the international tenders issued from time to time and inform interested Indian exporters. But local tenders, mostly for purchase of building materials, also need to be actively pursued. It is here that a local agent would prove of value. Even in such consumer items as medicines and pharmaceuticals, whose imports have been growing, active participation in tenders (issued for purchase for Government hospitals) would boost up Indian exports.

Two major problems need mention in connection with the appointment of local agents. One is the complaint (that is normally heard against a few Indian exporters)

that commissions are not promptly paid. Although there may be genuine difficulties in regard to payment of commission due to exchange and other restrictions in India, Indian exports have to take necessary steps in this regard and straighten out this issues. The other is the tendency on the part of Indian exporters to bypass the local representative and deal directly with an importer at times. On the contrary the general practice adopted by other countries is that once a local agent is appointed all orders that originate in that country are always credited to him and his commission is duly paid whether a particular order comes through him or not.

Another aspect to which special attention has to be paid by Indian exporters is in regard to adherence to delivery schedules. Imports into Ethiopia are controlled by a system of licensing run by the National Bank of Ethiopia. This is done purely as a contingency measure in view of the exchange shortage that is currently faced by the country. But ordinarily, licences are issued without much difficulty. Importers are, however, required to deposit with a licenced bank in Ethiopia 100 per cent of the value of imported goods prior to submi-

ssion of applications for licences in respect of a few items. Such deposits are to be used only for payments of goods covered in the licences granted. In view of this prior deposit scheme, and the resultant blocking of capital, importers have come to place a premium on delivery. With the closure of the Suez Canal, India should have an edge in this market vis-a-vis its competitors both in regard to time of delivery and freight. But it appears that so far India has not cashed in on this advantages. Regular shipping services exist between Bombay and Djibouti once a month but the services between Calcutta and Djibouti are quite infrequent. Since July 1968, the situation has perhaps improved but even now it is reported that there are only 5 to 6 services a year on an average between Calcutta and Djibouti. Importers in Ethiopia are still not happy with the frequency of the services and the general feeling is that goods ordered from Calcutta may not be promptly delivered. With the changing character of Indian exports and the need for increased exports of engineering items the need for improving shipping between Calcutta and Djibouti becomes essential.

Also, Ethiopia is currently trying to develop the port of Assab and it is said that internal transit charges from Assab work out at least 5 to 6 per cent cheaper than from Djibouti, in view of the better facilities that exist at Assab. With growing preference for Assab as a major port it is to be examined whether shipping services from India could be routed to touch Assab too.

As regards the Bombay-Djibouti service, the complaint is short-landing of items. It is reported that this occurs mostly because enough attention is not paid to proper handling and unloading. Generally it appears that about a year is taken to have the claims settled in case of short-landing, though this has been disputed by the representative of the shipping company. Probably it does take some time before the claims are settled. The point then is that till a claim is settled the Ethiopian importer would not be given a fresh licence for imports; the National Bank of Ethiopia, issuing the exchange control permit, does not favour fresh licences, pending claims.

Although exchange regulations exist in Ethiopia, and an importer has to obtain an import permit from the

Exchange Control Authority, licences are by and large issued without much difficulty. Here one factor influencing an importer is the offer of attractive terms of sale and the sales talk that goes with it. Minor irritants like non-adherence to terms of L/C, delays in settling claims, poor packing, non-issue of certified invoices, etc., have affected Indian trade. Indian exporters should know that in dealing with such a market where international competition is fierce, they will have to tailor their products and practices, to suit the demands of the importers.

Another issue is the quality of goods from India. Some importers do not have any knowledge of the standing of the exporter. The Indian Embassy seems to be adopting rather a passive attitude in this regard, giving an interested importer a long list of possible exporters from India without any guidance as to their standing in the country. Trading with well organised export houses in India might help a great deal in this regard as the importers would then be confident of the party. The Indian Embassy could also perhaps be a little more positive here and help both Ethiopian importers and Indian exporters, by advising both on the standing of either.

A vigorous and intensive drive for exports is missing in the Indian side. Sales promotion is an aspect to which enough attention does not seem to have been paid. The available local media for advertising need to be actively exploited and the Indian Embassy could come in for help. The organisation of exhibitions to display Indian products, especially, engineering goods, would prove of advantage not only in acquainting the market with India's capability but also in establishing agencies and pushing up sales, over time. Some countries have tried this method successfully to enter this market.

The Indian Embassy offers advice to visiting Indian businessmen and arrange introductions with local buyers. This role could be enlarged by the commercial section keeping itself in constant touch with the market, assessing the market prospects for various Indian items, exploring avenues for Indian exporters, giving publicity to Indian products, watching the movement of prices in the market, assessing the competition to be faced and providing Indian exporters with information and advice on tariff and other regulations, trade opportunities and selling methods. The

Embassy also needs to pursue the tenders issued from time to time by Governmental agencies and see to what extent India faces price-wise and quality-wise disadvantage and advise Indian exporters accordingly. And in cases where India has successfully bid in a tender the Embassy should have a follow-through to see that the performance is up to the mark.

It would help a great deal if Indian parties on their side try to keep the Embassy posted with their activities in Ethiopia. The Embassy also needs to be more positive in redressing the grievances of the importers rather than be just a post-office to pass on the complaints, as it is at present. In the present circumstances perhaps the Embassy is not in a position to do anything more than this; it needs to be examined as to how this could be remedied.

At present as a result of the actions of a few unscrupulous exporters even exporters of repute are made to suffer. This is perhaps not peculiar to India alone but the frequency is no doubt higher with India. What is required is the establishment of a suitable agency

empowered to take drastic action against exporters in the event of malpractices.

One other aspect of Indo-Ethiopian trade that needs mention is the one-sided character of the present trade. Ethiopia is keen in pushing its sales to India, quite negligible currently. Here the problem is that the items of Ethiopian export are mostly items which India also produces, and exports. Hides and skins and oilseeds from Ethiopia are illustrations and though efforts have been made recently, it may not be possible to have such items exported to India on a continuing basis. Also the quality of Ethiopian hides and skins is not very good though Ethiopia is taking steps to remedy this. The possibility of importing lentils from Ethiopia for re-export purposes may however be explored. But an item of more promise is potash. In view of India's virtual dependence on imports of potash (from other countries) and the interest shown by Ethiopia in the development of its potash reserves, it would be of advantage to India to participate in the mining development in Ethiopia and work out a long term arrangement for import of potash from that country. This will also apply to sulphur also.

Prospects for Indian exports

India's share in Ethiopian trade is low, being only 2 per cent currently. With the implementation of its development programmes Ethiopian imports are likely to grow at an annual rate of 10 per cent although the extent of this realisation would depend upon the availability of resources. Even if the level of import does not increase as envisaged there still exists vast scope for India in this market, its share being so low at present. The basic need is to change the character of India's exports and shift to growing items. The introduction of the prior-deposit scheme for imports of certain items, viz. consumer goods and certain non-essential items, is likely to change the import mix of the country. The plan programmes aim at an annual increase of around 15 per cent in the growth of industrial production, which can be taken as an indication of the rising demand for equipment and machinery. Imports into the country are expected to grow at an annual rate of 10 per cent, but capital goods imports are likely to grow at a faster rate, around 13 per cent per annum, over a period of five years. Imports of intermediates and raw materials are projected to rise by 8 per cent per year

during this period.

The nature of economic development planned for Ethiopia also has a bearing on Indian exports. Agriculture is likely to be on top in the plan programme and preference will be accorded to commercialised agriculture. Industrial development leans towards development of light consumer products, mostly of import substituting variety. Since these are the types of items which India has been exporting to this market, Indian exports will suffer further during the next few years. India has, therefore, to shift to other exports and they seem to be iron and steel products and machinery and equipment. India's share in such imports is quite low now for India has made a beginning in exporting such items only recently. These items of imports do not come under the prior-deposit scheme. An aggressive sales effort, offer of attractive terms like credit and other facilities, prompt delivery and good packing will pay rich dividends here.

Prospects exist also for such items from India as ready-made garments of the cheaper variety, knitwear, metal furniture, safety razor blades, steel trunks,

insecticides, cycle tyres and tubes, hardware, dry batteries and paints and varnishes. Ethiopia imports a large quantity of pharmaceutical products and surgical instruments, purchased mostly by the Central Medical Stores through tenders. It is found that so far only very few Indian firms have attempted to participate in such tenders. It would be worthwhile for India to actively participate in such tenders by having suitable representation in Ethiopia.

But long term mutual advantage perhaps rests in India's participation in Ethiopian industrial ventures. Commodity trade is in any case bound to be affected with the progress of sub-regional cooperation in Africa. There are already talks on such cooperation although it may take quite some time before anything tangible develops. India has already experience of participation in joint ventures in Ethiopia, in the field of textiles and soap manufacture. In textiles, the Indo-Ethiopian venture is doing quite well and has established a reputation in the country. Recently, a soap factory was established with Indian collaboration; the factory is likely to go into production by mid-1969. The third venture, set up for the production of woollen

textiles, it is learnt, is however, in a virtual state of collapse. One reason mentioned for this is that the production programme was designed without a proper market study with the result stocks of goods have piled up. The prospect for setting up a caustic soda plant was recently explored but in view of the limited market was given up. Currently plans are said to exist for Indian collaboration for cultivation of barley and in the production of malt.

There is in Ethiopia a technical agency set up by the Government to help prospective investors with feasibility studies and technical help. The Ethiopian Investment Corporation gives assistance to investors in industrial ventures. But what should be borne in mind in joint ventures in Ethiopia are, apart from market conditions and demand, that local resources available are inadequate and that the local capital market is very inactive; bank finance also is quite tight. Unless, therefore, the sponsors of industrial ventures have adequate sources of finance of their own, apart from the machinery they could take into the country, they are likely to run into serious trouble.

The areas that have been identified as having likely prospects for industrial collaboration include canning of fruits and vegetables, dairy industry, production of agricultural implements, and a solvent extraction plant.

In view of the importance that is attached to agricultural development in the country, good prospects are likely in mechanised farming in Ethiopia. The major problem here is lack of infrastructure facilities. Intending investors are advised to contact the Development Bank of Ethiopia for proper guidance. Scope also exists for providing technical assistance in the cottage level production and marketing of leather products.

Another opening for India is in mining. The country is said to possess vast resources of potash (about 173 million tonnes) and sulphur. Concessions were given to M/s Ralph Parsons Limited about five years back for mining potash but it is understood that these have been returned recently. Kaiser Aluminium and Chemical Corporation of U.S.A. has recently been given the concession and work is likely to start some time this year. It is understood that there still exists a vast area of unexploited deposits, which India can exploit. In sulphur,

it is learnt that concessions are still open though it is believed that Israel is trying to come in.

Possibilities also exist for Indian participation in Ethiopia's power and highway programme, through tenders. India has already successfully bid in one of the tenders of the power authority. Since the country's Third Plan is likely to give prominence to developing infrastructure facilities, it is essential for India to keep abreast of the developments. The commercial section of the Indian Embassy does chase such tenders but it would in the interest of Indian businessmen to have active local representation of their own in Ethiopia. A distinct bias does exist in deciding tenders in favour of locally based bidders.

Another possible area of Indo-Ethiopian cooperation is in the supply of manpower and technical services from India. In embarking on its development programmes, Ethiopia is likely to face a serious shortfall in scientific and technical personnel especially at the middle and high levels. Dependence on expatriate professionals is likely to grow for trained school teachers at higher secondary levels, civil, mechanical and electrical engineers, geologists, mining engineers, agricultural specialists,

qualified doctors and accounting and managerial personnel. It should be possible for India to participate in this promising field.

RECOMMENDATIONS

A Commodity

1. The potential that exists in respect of the following items could profitably be exploited by Indian exporters:

- (a) Iron & steel - slotted angles, shelf panels, structurals, pipes and tubes.
- (b) Hardware
- (c) Paints and varnishes
- (d) Medicines, pharmaceuticals, surgical instruments.
- (e) Materials for manufacture of umbrellas
- (f) Agarbatti
- (g) Dry batteries
- (h) Insecticides
- (i) Safety razor blades
- (j) Steel trunks
- (k) Ready made garments
- (l) Jute bags
- (m) Steel furniture - folding variety

(n) Cycle tyres and tubes

(o) Industrial machinery and equipment

B. General.

2. An aggressive sales effort is required by the Indian exporters who have to cultivate actively the non-Indian importers in the country.

3. As premium is placed on delivery in view of the prior-deposit requirement, special attention has to be paid by Indian exporters to this aspect.

4. Shipping services have to be improved between the two countries, especially ex-Calcutta. Possibility of Indian ships calling at Assab needs to be explored. Measures have also to be taken to avoid short landing of goods and for prompt settlement of claims.

5. Effective participation in tenders issued by the various Government departments and other agencies is necessary, especially of the Central Medical Stores for medicines and pharmaceuticals surgical instruments.

6. The Indian Embassy should play a more active role by arranging for suitable follow-up action on tenders in

which Indian exporters have participated and also by providing for more fruitful contacts between Ethiopian importers and Indian exporters. On the Indian side, proper machinery needs to be developed to have quick action on tender information received from the Embassy.

7. The commercial image of India has been spoiled by a few unscrupulous Indian exporters possibly interested only in 'one shot' sales, as a result of which even genuine exporters are at a disadvantage. Effective steps have to be taken to avoid recurrence of this feature.

8. India should take advantage of participation in the mining development in the country especially of potash, and try to work out a long-term arrangement.

9. Other collaboration possibilities to be explored are: rayon viscose plant, production/ of vegetable oil, meat and meat processing and canning of fish. The possibilities of economic cooperation need also to be explored in the supply of qualified technical manpower.

PART ONE

ECONOMY

Chapter 1ECONOMYLand and the People

Situated in the "Horn of Africa" the Empire of Ethiopia has virtually remained free from foreign domination for well over 3,000 years. The rugged terrain of the country cut across by rivers and gorges has presented barriers to communication and has resulted in insulating the economy from outside world for a long time. The complex social system with varying cultural patterns and diverse ethnic groups, has also inhibited growth to some extent.

Two high central plateaus, that occupy half the total area of the country, and are the most populous, contribute most to the country's economy.

The population of Ethiopia increased over the years 1961-67 at the rate of around 1.9 per cent per annum, to reach 23.7 million by mid-1967 (Table 1). Spread over an area of around 1,222,000 sq. kms. this works out to an average density of around 19 per sq. km. The growth of population over the next decade is envi-

saged at 2.2 per cent per annum. Available data on age composition indicates that in 1967 roughly 10 million were below 15 years and 2 million above 50 years.

Towns: Addis Ababa is the capital city where most of the country's trade is concentrated. The other important places, from trade point of view, are Asmara and Dire Dawa.

Ports: Massawa and Assab are the main ports. Much Much of Ethiopian trade also flows through the port of Djibouti in French Somaliland.

Language: Amharic is the official language of the country. English is also widely in use, in official as well as business circles.

Weights and Measures: The metric system of weights and measures is in use in the country. Certain local weights are also in use in selected trades, such as the

ferasula	=	17 kg. (in coffee, hides, spices, textiles)
woklet	=	28 gm. (in bullion)
kuna	=	5 litres (in pulses, cereals and oilseeds)
and, gasha	=	40 hectares.

THE ECONOMY

Planned development was ushered in Ethiopia in 1957 when the country's First Five Year Plan was formulated. But it was only with the Second Plan, 1963-67, that a long-term perspective was visualised. The basic objective was to almost double the per capita income over a twenty-year period. The Second Plan has now run its course and the Third Plan is being finalised.

The Ethiopian Second Plan envisaged that the country's gross domestic product would record an increase of 4.5 per cent per annum, in real terms, over the period 1963-67. Gross domestic product of Ethiopia at current factor cost, estimated at E\$ 3,497 million (US \$ 1,400 million) in 1966, recorded an annual increase of 4.5 per cent in the period 1962-66 (Table 2). Adjusting for price changes over this period the rate of growth of GDP in real terms was around 3.9 per cent per annum (Table 3). Preliminary estimates of GDP at constant prices for 1967 suggests that during the Second Plan years real income per capita showed an increase of 2.5 per cent per annum.

Per capita gross domestic product is currently estimated at about E\$ 150 (US \$ 60). It is estimated that by 1972-73 GDP per capita, in real terms, would increase by 3.7 per cent per annum and reach E\$ 180 (US \$ 72). The country's population is expected to be 26.4 million by 1972-73, a growth rate of around 2.2 per cent per annum during the next five years.

Agriculture contributes a major part of Ethiopia's gross domestic product. The share of agriculture has, however, recorded a decline over the sixties, from around 67 per cent of the GDP at constant factor cost in 1962 to around 59 per cent in 1967. The contribution of industry has registered an increase during this period from 9 per cent to 12.5 per cent. Transport and commerce contributed roughly 13 per cent of GDP in 1967, as against 10 per cent in 1962.

The shifts in the structural pattern of GDP seen in the Second Plan period are likely to be accentuated in the subsequent Plan years. By the end of the Third Plan agriculture is expected to contribute 51 per cent of an estimated GDP, at 1966 prices, of E\$ 4,800 million (US \$ 1,920 million). Income originating in the

industrial sector is expected to grow at 11 per cent annually and to contribute roughly 16 per cent of GDP by 1972-73. The share of transport and commerce is envisaged at 17 per cent of GDP by the end of the Third Plan.

Gross domestic fixed capital, estimated at E£ 452 million (US \$ 180 million) in 1966, was roughly 12 per cent of the GDP at current factor cost. A fifth of the investment was accounted for by investment in kind. Around 70 per cent of the total investment consisted of land, building and works. Investment in machinery and equipment, which has been rising over the years, was E £ 143 million (US \$ 57 million) in 1966. (Table 4).

Over the Third Plan years (1968-69 - 1972-73) a monetary investment of around E£ 3,100 million (US \$ 1,240 million) is envisaged; the non-monetary component is placed around E£ 550 million (US \$ 220 million)^{1/}. Roughly 52 per cent of the monetary investment is earmarked for the public sector. The major areas

^{1/} The Third Plan document was in preliminary stages at the time of visit; the figures given here are provisional.

envisaged are transport and commerce (E\$ 450 million), industry (E\$ 316 million), agriculture (E\$ 206 million), electric power (E\$ 108 million) and education (E\$ 93 million). The concentration of the private sector investment is expected in such sectors as housing (E\$ 500 million), industry (E\$ 250 million), transport (E\$ 175 million) and mining (E\$ 160 million).

The equipment component of the total monetary investment is estimated around 42 per cent. Roughly two-thirds of the investment is expected to be financed from domestic resources. Foreign capital inflow (gross) is projected to be E\$ 1,050 million over the five-year period. Heavy dependence on private foreign investment and supplier's credit is anticipated in the scheme of financing.

The Central Government is expected to contribute E\$ 500 million (US \$ 200 million) to the plan resources through its savings on current account. Current revenues of the Central Government have increased from E\$ 180 million (US \$ 72 million) in 1961 to E\$ 417 million (US \$ 167 million) by 1966. Savings on current account increased during this period from E\$ 11 million (US \$ 4.4 million)

to E\$ 42 million (US \$ 16.8 million) (Table 5). Over the next five years, the growth in current revenues is put at 15 per cent per annum and expenditures around 9 per cent per year. Direct taxes are expected to grow by about 12 per cent per year while an annual increase of 16 per cent is anticipated in indirect tax revenue.

The plan envisages an annual growth of about 10 per cent in imports over the five year period. While the plan provides for a reasonable growth in the import of consumer goods, a rapid growth is thought of in capital goods imports. These are expected to reach a level of around E\$ 230 million (US \$ 92 million) by 1972-73.

Agriculture

Agriculture provides sustenance for over 95 per cent of the country's labour force. Although the area under agriculture is estimated at 84 million hectares only around 10 million hectares are actually cultivated. Predominantly small holdings, low productivity and low saving capacity mark the rural scene. Mechanised farming is in vogue only in the few commercial farms that exist.

Agriculture recorded a growth rate of about 2.4 per cent per annum during the Second Plan period, closer to the targets set. But shortfalls occurred in individual commodities, the more serious being in oilseeds production. Failure in basic policy measures and in organisational reforms such as land reforms, is a principal reason for the poor performance of agriculture. The next plan is expected to look into all these earlier shortcomings.

The Third Plan provides for a growth rate of 3.1 per cent per annum in agriculture. Of this, subsistence agriculture, which is the predominant one, is anticipated to record a growth rate of around 1.8 per cent per year. A much higher growth - 12.6 per cent - is set for commercial farms.

The principal crops grown in the country include teff and wheat among cereals, oil seeds, coffee, sugarcane and cotton. The Third Plan envisages a phenomenal growth in cotton, sugarcane and oil seeds.

A capital expenditure of E\$ 360 million is envisaged in the Third Plan, out of which around E\$ 100 million is anticipated from external sources through

grants, loans, credits and foreign private investment. The country seeks to encourage commercial farming especially in cotton and oilseeds,, and opportunities exist here for intending Indian investors. Imports of agricultural machinery are allowed duty free and no production or distribution controls exist in agriculture. The Development Bank of Ethiopia provides credit and other facilities for development of agriculture.

Animal Husbandry

Livestock raising has virtually been the foundation of the socio-economic structure of the land, though acquisition of stock has been regarded more as a measure of wealth than as an economic opportunity. In recent years, however, higher internal consumption of livestock products, and new avenues for exports, have encouraged livestock breeding. It was estimated in 1966 that animal husbandry contributed roughly 23 per cent of the gross domestic product originating from the agricultural sector.

Precise information on the livestock population is not available. But rough estimates suggest 25.6 million cattle, 1.4 million horses, 1.4 million mules, 3.8 million

donkeys, 12 million sheep, 11 million goats and 43.5 million poultry.

Livestock products have come up in importance in the country's exports in recent years. Special mention may be made of the exports of hides and skins. The two types of hides that are found to be much in demand are the caravan hides and the Butheri. The quality of the sheep skin exported is found to be good for gloves. Goat skins are popular in international markets especially in the manufacture of quality shoes.

Measures have been taken in recent times to improve the quality of livestock which include disease control by vaccination, extension work in livestock improvement, setting up of breed improvement farms, etc. The livestock industry is becoming increasingly commercialised.

Manufacturing Industry

In 1967-68 there were around 400 manufacturing establishments in the country with an estimated production of E\$ 350 million. About 40 per cent of the output originated in the food and beverages group while textile

industry contributed roughly 27 per cent. The chemical and 'steel and metal' groups contributed around 9 per cent each. The rest was contributed by ceramics, leather and shoes, wood and tobacco industries. (Table 9).

The major developments in the industrial sector that have had an impact on Indian exports are in textiles and umbrella manufacture. Rapid progress has been made in cotton textiles where domestic production currently satisfies over 95 per cent of the local demand. It needs mention here that Ethiopian collaboration with India has played a significant part here. In the case of umbrellas too domestic production satisfies the entire local demand but it being a more assembly unit, scope exists for Indian supplies of raw materials.

Recent developments in the industrial field, likely to change the composition of Ethiopian imports, include the synthetic fibre factory with Japanese collaboration, the soap factory with Indian collaboration, the paper and pulp factory, production of sacks and hessian by the Fibre Co. of Sabeen Utility Corporation, production of iron bars by the Ethiopian Iron and Steel

Co., tools by the Ethiopian Metal Tools Factory and galvanised sheets by Sabeen Metal Factory, the manufacture of tyres and tubes with Czech collaboration and the production of structural steel parts by the Akaki Steel Industry.

Another area of development is the oil refinery in Assab set up with Soviet assistance. The refinery has a capacity process 500,000 tons of crude per year and is expected to satisfy local demand with a margin for export.

In many cases, industrial production in the Second Plan period fell short of the targets. Increase in capital costs and lack of efficient management necessitated larger fixed capital investment relative to production. Larger imports of raw materials were found necessary in import substituting industries. But export oriented industries did not grow sufficiently, resulting in a strain on reserves. Levels of productivity did not improve much and the dependence on foreign technical personnel continued.

The Third Plan envisages a doubling of industrial output. While textiles and food industries will

be important, the leading growth segments are likely to be electrical products, leather and shoes, metal products and chemicals. Production of electrical products is expected to satisfy local demand by 1973. The objectives of the plan appear to be to encourage industries substituting imports, those utilising local raw materials and those engaged in supplying low cost equipment to agriculture and consumer goods industries. Special efforts are likely to be made by the Government to encourage industrial growth through incentives and tariff protection.

A fixed capital investment of around E \$ 500 million is projected over the next five year period. The import component of this fixed investment is envisaged to be E\$ 350 million, a substantial portion of which may be on machinery and equipment including vehicles, etc. Imports of raw materials and intermediate products are projected around E\$ 650 million. Details in respect of select industrial groups are given below:

ETHIOPIA : THIRD FIVE YEAR PLAN - MANUFACTURING
INDUSTRY PROPOSED INVESTMENT AND ES-
TIMATED IMPORT COMPONENT.

(In '000 US \$)

Industry Group	Estimated Production 1973	Proposed Investment during Third Plan			Import Requirement	
		New	Re- place- ment	Total	Fixed Capital	Raw Ma- terial
Food	56,714	24,954	14,097	39,052	28,762	12,680
Beverages	25,521	6,846	4,456	11,302	8,629	5,469
Tobacco	4,861	122	122	244	203	3,241
Textiles	72,918	33,826	12,761	46,587	34,028	60,765
Leather & Shoes.	18,230	22,564	1,782	24,346	14,179	11,545
Wood	8,102	3,281	810	4,091	2,552	3,443
Printing & publishing	4,254	1,134	1,620	2,754	2,390	10,128
Chemicals	32,408	22,321	6,765	29,086	20,701	54,689
Plastics	1,251	932	203	1,135	567	3,646
Glass and bottles	2,431	3,079	527	3,606	1,985	1,823
Ceramics	13,166	22,037	2,674	24,711	15,029	1,296
Steel and metal	40,510	17,662	1,539	19,201	11,059	29,122
Electrical	2,431	2,147	-	2,147	1,418	3,443
Others	810	324	41	365	284	2,026
Totals ad- justed for Third Five Year Plan	283,570	161,230	47,397	208,627	141,785	263,315

Cottage Industries

Production in this sector extends over coffee and grain cleaning, flour mills, shoe making, carpentry, etc., with an estimated gross value of production of around E\$ 212 million in 1967-68, and an estimated employment of around 340,000. The Third Plan envisages a growth rate of around 5.5% per annum in this sector with a projected investment of around E\$ 60 million. The import component of investment, consisting mainly of tools and equipment, can be placed around E\$ 20 million.

Mineral Production

One area in which the hopes of the Second Plan were completely dashed is in mining, especially of potash. Ethiopia is said to have a vast potential of mineral resources, although the extent of such resources or the quality is largely unknown. The country's untapped resources are said to include gold, copper, coal, iron, manganese, tin, petroleum, sulphur and mica. Detailed geological mapping is being done in different regions by the Mining Ministry, especially on the iron deposits of Eritorea, the nickel deposits at Sidamo and the gold and platinum deposits at Addis Ababa and the Wollega

governorates-general respectively.

Most important of the mineral resources is the potash deposits in the Dallal area. It is estimated that the country has around 170 million tonnes of potash reserves. Concessions granted to Ralph Parsons & Co., for prospecting have since been returned unutilised. Prospecting rights have now been given to Kaiser Aluminium and Chemical Corporation of U.S.A. over part of the area.

Large reserves of sodium have also been discovered in Danakil area and in the regions near the Red Sea.

Extensive exploration of petroleum and gas has been made in the Agadin area and concessions have been granted to Gulf Oil.Co., Mobil Petroleum Co. and the Barusch Foster.

Concessions have also been granted for exploitation of marble, building and ornamental stones in the governorates-general of Harrar, Wollega and Shoa.

A recent survey conducted in the Harrar area disclosed a deposit of over 20 million tonnes of copper ore, each tonne of copper ore containing 0.4 gm. of gold.

It may be stated that this is nearly twice the normal content of gold in copper ore in the world. There exists in this area an iron belt of over 200 kilometres, about 10 kilometres of which have been prospected by the Government, revealing a deposit of 3 million tonnes of low grade and one million tonnes of high grade iron ore.

A mineral survey is now being conducted in the governorates-general of Sidamo and Wollega, jointly by the Ethiopian Ministry of Mines and the UNDP, another is expected to be completed by 1971.

Power

By the end of the Second Plan Ethiopia's installed generating capacity was estimated around 151,000 kW, and power generated around 316 million kWh. Consumption of electricity was in the region of 272 million kWh, of which domestic consumption was 96 million kWh. The current tariffs are given in Table 6.

The Third Plan envisages a 16 per cent rate of growth in electricity consumption. Demand for power is projected around 735 million kWh by 1972-73, and the plan aims at a generation of 852 million kWh, with a generating

capacity of 325,000 kW. Roughly 80 per cent of the increase in installed capacity during the Plan is to be hydro-power. The capital investment envisaged around E\$ 120 million, roughly half of which is expected to be met out of external resources.

The most important project to be undertaken during the Third Plan is the E\$ 75 million Fincha hydel project, which is expected to be in operation around 1972 with an initial installed capacity of 100,000 kW and generation of 500 million kWh. Over three-fourths of this project's investment will consist of import of materials, equipment, etc.

Transport

Inadequate means of transport and communications has been dragging down the growth of the country. It critically hampers progress in agriculture and mining where investors are often obliged to invest a lot in developing the infra-structure facilities.

In 1967, Ethiopia had around 6,500 kms. of all-weather roads of which only 1,800 kms. were bitumenised. The Third Plan aims at achieving a more comprehensive and development includes construction of 695 kms. of primary

roads, 395 km. of secondary and 1,520 km. of feeder roads and 2,440 km. of dry weather operative roads, besides asphaltting 575 km. The Imperial Highway Authority, which is entrusted with the task, has its own phased programme of work. Its fourth highway project, currently initiated, includes construction of 3 primary highways - Awash to Gowani (151 km.), Gondni to Mille (152 km.) and Bedele to Gore (138 km.) - and bituminous surfacing of 2 highways - Nazareth to Awash Station Highway (122 km.) and Jimma to Agaro (46 km.).

The country's railway system consists of two metre gauge railway lines - a 306 km. line connecting Massawa with Asmara and Agordat and a 781 km. line connecting Addis Ababa with the port of Djibouti in French Somaliland. The latter, owned by the Franco - Ethiopian Railway, plays an important part in the country's external trade. The traffic carried on this line in 1967 amounted to 460,000 passengers and 226 million tonne km. of freight. The rolling stock includes 33 locomotives, 720 freight cars and 62 passenger cars.

Plans are said to exist for the construction of a line connecting Nazareth and Dilla and a line from

Awash to Tendaho and Assab.

The major ports of Ethiopia are Massawa and Assab on the Red Sea coast. The port of Djibouti in French Somaliland also handles a sizable portion of Ethiopian trade. Massawa, which has a capacity of one million tonnes a year, has rail and road connection with Asmara, and northern Ethiopia. Assab, which has better wharfing facilities than Massawa, and which is being developed as a major port, has road connection to Addis Ababa, Dessie and northern Ethiopia. Rail connection exists between Djibouti and Dire Dawa, Nazareth and Addis Ababa. In recent times Assab is preferred over Djibouti because of lower port and handling charges at Assab as compared with Djibouti.

The traffic handled in Massawa and Assab together was 950,000 tonnes in 1966.

Ethiopia has three airports at Addis Ababa, Asmara and Dire Dawa.

PART TWO

TRADE

MARKET STRUCTURE

Ethiopia has a population of 24 million but a vast majority live on near subsistence. Subsistence production accounts for roughly half the country's aggregate product. Average income per capita is currently around US \$ 60 but the distribution of income is highly skewed. Agriculture is the mainstay for 90 per cent of the people but agriculture is predominantly small holdings. It is estimated that roughly 90 per cent of the peasant households cultivate less than two hectares each and around 66 per cent less than $1\frac{1}{2}$ hectares each. Low living standards and limited savings capacity restrict demand in several cases.

Import trade is by and large in private hands, mostly expatriate businessmen. An increasing emphasis is noticeable to Ethiopianise the commercial sector. Most of the importers are in Addis Ababa, a few are in Asmara and Dire Dawa. Although a few large import houses operate in multi-products most of the importers specialise in chosen fields. Importers have generally

their own retail outlets. The trade margins appear vary widely depending on the importer and the field of activity.

The expatriate Indian business community operates mostly in traditional lines - textiles, spices, etc. They have so far been the important handlers of Indian products. A few of them are currently shifting to other lines but the process is rather slow as most of them do not like to take the risk in the new lines. A few act as indenting agents on a commission basis. A list of the leading importers, and products handled by them is given in Appendix 3.

Under the system of import licensing in the country, details of which are discussed in the next chapter, an importer has to deposit, prior to import, 100 per cent of the value of imports with a licensed bank in Ethiopia. This prior-deposit, which applies to most of the consumer items, necessitates blocking of capital till the goods are imported and released by customs. Under the present conditions of tight bank credit, and the local rate of interest of around 8 per cent per annum, this has forced most of the

small importers out of business. In other cases, this system sets a high premium on quick and prompt delivery. In such cases supplier's credit has less relevance. In items which do not come under the prior-deposit scheme, like most items of machinery and equipment and building materials, supplier's credit is important. It is understood that importers generally get credit from exporters extending in some cases over 180 days. Importers generally extend credit facilities to wholesalers.

Tobacco is a Government monopoly. The Imperial Tobacco Monopoly handles manufacture, export and distribution of tobacco and tobacco products.

Purchases on behalf of the Government are generally by local tenders. Global tenders are issued only in cases of loans from international bodies or where the Government feels, a wider representation is necessary. The important agencies issuing tenders are the Ethiopian Electric Light and Power Authority (EELPA), the Imperial Highway Authority (IHA), the Telecommunications Board and the Central Medical Stores Corpn. In global tenders, the embassies are usually informed and the Indian Embassy has been normally transmitting such information to

Indian businessmen. It is learnt from the EELPA that it is currently trying to get more assistance from international institutions and issue global tenders rather than get tied credit, the net cost of imported goods in the latter case having been found to be higher. It may be mentioned here that India has successfully participated in one tender issued by EELPA.

The Imperial Highway Authority is concerned with the road and bridge construction programme and is the proper agency to be in touch with for service contracts as also for supply of equipment. The IHA maintains a list of contractors who have been qualified by it as eligible for undertaking construction work in Ethiopia. This qualification is mandatory prior to a bid acceptance by IHA. As the period for such qualification normally ends a month prior to any bid opening, it would be advisable for intending Indian contractors to get themselves so qualified by IHA and placed in their list. The forms necessary for this purpose may be obtained from IHA, P.O. Box 1770, Addis Ababa.

The Central Medical Stores Corporation (CMSC) issues all tenders for purchase of surgical instruments,

medicinal and pharmaceutical products, hospital equipment, etc., for all Government hospitals. Tenders are only locally issued and Indian manufacturers will have to establish proper local contacts to get timely information. The CMSC generally expects supplier's credit extending over 120-180 days. In medicines, quality control is administered by the Imperial Ethiopian Central Laboratory and Research Institute.

The Ethiopian Grain Corporation is the important buyer of jute bags in Ethiopia. It purchases roughly 80,000 bags a year. Previously the Corporation used to issue tenders for purchase; now it prefers to purchase through direct negotiations with manufacturers.

Purchases for the Franco-Ethiopian Railway are centralised in their Paris office.

Documentation

The following documents are required for clearance of goods through customs:

Manufacturer's invoice must give details of actual price at place of purchase without any deductions, and any packing charges or internal transport charges

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in the country of origin of place of transshipment. Discounts, rebates, commissions or agency fees have to be declared separately. The invoice has to be certified by the manufacturer and countersigned by a recognized chamber of commerce;

invoice for freight charges incurred from port of shipment to port of entry into Ethiopia, signed and certified as a true account of charges paid; and

invoice for all insurance charges paid on the goods, signed and certified as a true account of the amount paid.

The customs authorities require four copies of the invoice typed in English. In addition, the Commercial Bank of Ethiopia requires two copies. Exporters have to ascertain from the importer the import licence number allotted to him and quote this number in the invoice.

No special marking requirements exist except that these have to be addressed in English.

Role of Embassy etc.

The commercial section at the Indian embassy is fairly active, but it has its limitations. The Ethiopian market is frequently visited by Indian exporters and the embassy tries to put them in touch with local traders. The embassy also gathers information on tenders and informs Indian parties in time. It helps importers, to the extent possible, in settling disputes. But there still exists scope for the embassy to play a more active role - in giving publicity to Indian products, assessing market potential from time to time and advising Indian exporters of the ruling prices in the market and of the leading importers. Some importers feel that they would like the embassy to help them choose sound parties in India rather than just give them a long list of Indian exporters.

Chapter 3

FOREIGN TRADE POLICY

Imports into Ethiopia are allowed only against valid import permit. This is purely a measure of conserving the country's foreign exchange and so far licences have been granted for imports without much difficulty. Import licensing and exchange control are maintained by the National Bank of Ethiopia.

In April 1968, the National Bank of Ethiopia introduced the prior-deposit scheme in respect of import of certain items. Under this scheme an importer has first to deposit in a blocked account in a licensed bank an amount ranging from 100-150 per cent of the c.i.f. value of goods ordered, when he applies for the foreign exchange permit. Such deposits have to be made by the importer even before he places an order and a firm order can be placed by him only on getting the import permit. The deposit amount can be used by him only to effect payment for goods covered in the licence granted and the excess 50 per cent, in the case of goods of 150 per

cent category, is refunded only when goods are cleared at the customs.

Since November 1968, the deposit requirement has been fixed at 100 per cent in all cases.

Items covered under this prior-deposit scheme, cover mainly luxury goods and what are considered as less essential consumer goods, which taken together account for roughly a third of the country's total imports. Imports of machinery and equipment, essential consumer goods and materials for use by Government organisations are kept out of the prior deposit requirement but an exchange permit has to be obtained by an importer prior to importing such items.

The notification of the National Bank of Ethiopia in this regard and the list of items covered under the prior deposit scheme are given in Appendix 5.

While the basic aim of this measure was to stop the continuous decline in the country's foreign exchange reserves, the scheme has had certain side-effect too. The need for blocking up capital under the prior deposit scheme has created problems for most of the small traders who do not have the requisite credit facilities. In the

present situation of tight bank finance and interest rates around 8 per cent, this has indeed created problems for several importers. Large importers with facilities of bank credit have gained an edge over the others in this regard.

The need for prior deposit has also placed a premium on quick delivery as the deposits can be utilised only in clearance of goods from the customs. Thus all importers have been placed effectively on a letter of credit basis and extension of supplier's credit by exporters has been of less relevance in the items covered under the prior deposit scheme. It may, however, be added that supplier's credit does play an important part in imports of other categories of goods outside the prior deposit scheme.

Tariff Structure

Imports into Ethiopia are subject to an import duty, a transaction tax and an excise tax. The Customs are usually guided by the declared c.i.f. price, supported by invoices and freight and insurance notes, in valuing goods for duty. Normally the valuation is done on the basis of the c.i.f. price plus 1 per cent

but the Customs are not bound to accept the declared price and may assess the value on their own with reference to the local market.

Ethiopia follows a single column tariff structure and no discrimination is made as between imports from different countries nor is preference shown to any. The rates of duties applicable to selected commodities currently are given in Appendix 4.

It can be seen that higher rates of duties exist on luxury items such as perfumes, alcoholic beverages and motor cars. Tobacco, which is a State monopoly, is also subject to high duty rates. Protective duties also exist on items like footwear, cotton textiles of a kind manufactured in Ethiopia, cement, tiles and mosaics. Specific duties exist in respect of items like milk and cream, salt, tea, soap, matches, etc.

The rates of duties on motor vehicles depend on the types of vehicle, weight and carrying capacity. The invoice, in this case, should, therefore, give all details of type, weight and carrying capacity. The net weight in the case of passenger cars is declared as a 'weight of the vehicle' with the battery and spare wheel fitted

and with such details of parts and equipment as it shall be proved to the satisfaction of the Customs.

Also, according to Ethiopian Customs regulations, where goods can be classified under two or more tariff items, the duties are usually levied at the higher or the highest rate applicable to such items. Imports of parts, when made separately, are liable to duty at the same rate applicable to the goods of which they form a part.

In addition to the import duty, all imports are liable to a transaction tax of 12 per cent ad valorem. Personal goods, church furniture, diplomatic and consular goods, museum and natural history exhibits, scientific apparatus and works of art are, however, exempted from this tax.

In addition to the import duty and the transaction tax, an excise tax is also levied on imports of sugar, cotton yarn, yarn of man-made fibres and mixtures, and textile materials including blankets, bed sheets, towels and table cloth and similar articles. Alcoholic beverages and perfumes are also liable to payment of excise tax. Imports of tobacco leaves, cigarettes, cigar, pipe tobacco

and other tobacco products, matches, cigarette paper and pocket lighters are subject to a tobacco monopoly tax in addition to the import duty and the transaction tax. Petroleum products and lubricants are subject to a petroleum excise tax in addition to the other duties with certain exceptions. These exceptions relate to petroleum products and lubricants used by air lines and air force and institutions belonging to the Imperial Ethiopian Government; crude or partly refined petroleum products designed for further processing in Ethiopia; petroleum products and lubricants used by the Imperial Navy, foreign ships and vessels, railway enterprises, Imperial Board of Telecommunications, Imperial Highway Authority, stationary engines for the production of electricity for public supply, irrigation pumps and other pumps used for the distribution of water supply and fuel for use in agricultural tractors and in machinery engaged in drilling for the purpose of exploration and prospecting minerals, etc.

All imports are also subject to a municipality tax at the rate of 1 per cent ad valorem on the value of imports assessed by Customs. This charge is also collected at the time and place of importation.

Certain exemptions are, however, granted from payment of import duty and taxes, such as imports of agriculture and industrial machines, appliances and parts for exclusive use in 'agricultural and industrial enterprises' provided these are not produced within Ethiopia. The term 'agricultural and industrial enterprises' would also include mining, transport and tourist enterprises in Ethiopia. The Investment Committee of the Government is empowered to extend this exemption to imports of building materials, structurals and other construction materials too.

All commercial travellers' samples and advertising material of no commercial value, goods and equipment for the purpose of trade, educational or cultural exhibition may be imported free of duty; the Director-General, Imperial Ethiopian Customs, has to be approached for getting the necessary permit. Samples may be mutilated at the request of the importer to avoid payment of duty; they can otherwise be cleared against a deposit which will be refunded on being taken out of the country.

In regard to imports of foodstuffs and pharmaceuticals, health certificates have to be sent by the exporters along with goods. Before being sold to the

public, foodstuffs and drinks have to be analysed and certified at the Imperial Laboratory and pharmaceuticals and drugs at the Ministry of Public Health.

Storage and Warehousing Facilities

Ample covered storage facilities exist at the parts of Assab and Massawa. Cold storage facilities also exist at Assab. Storage charges are made on all goods lodged in a Customs area from the 8th day onwards. The storage charges usually vary from L\$ 0.25 to 0.50 per package.

Goods are normally allowed to remain within the Customs area upto a period of three months without clearance after which they are liable to be sold by public auction. The proceeds of such sale after due deductions for duties, taxes, expenses of sale, storage and removal charges are available for claim by the owner of goods within a reasonable period.

Licensed warehousing facilities exist at most of the ports; these are mainly private.

Trade Agreements

Ethiopia has concluded trade agreements with a large number of countries over the last decade. While

most of these have been a mere expression of goodwill between Ethiopia and the country concerned, a few that have been recently concluded and are likely to have an impact on trade need mention here. These include, trade agreement between Turkey and Ethiopia providing for mutually most favoured nation status in their agreement; with U.S. International Finance Corporation, United H.V.A. Companies of the Netherlands and H.V.A. Ethiopia for setting up a sugar plantation and factory at Matehara (Ethiopia); with U.S.A. for a loan of U.S.\$ 20 million to be granted to the Ethiopian Investment Corporation out of which US \$ 15 million would be used to cover engineering services and purchase of capital goods from U.S.A.; with Sweden for a preliminary study on a possible Swedish technical assistance for regional agricultural development in Ethiopia; with U.S.A. for malaria eradication programme in Ethiopia; and with Czechoslovakia for the establishment tyre plant in Ethiopia for which the Czech Govt. will provide E\$ 9.5 million worth of equipment. Besides these, Ethiopia has also been getting regular aid from several countries for specific projects to be undertaken in Ethiopia, details of which are discussed in a subsequent chapter.

Chapter 4

REVIEW AND PROSPECTS OF TRADE

Balance of Trade

Over the years 1960-67 exports (value) from Ethiopia recorded an increase of 4.8 per cent per annum while imports into Ethiopia increased by 7.8 per cent per year. But year to year, wide variations are noticeable in both exports and imports. Throughout the period the country faced persistent deficits on merchandise account; the extent of coverage of imports by export earnings had ranged from a low of 68 per cent (in 1966) to as high as 87 per cent (in 1960).

The adverse balance on trade account widened during 1960-62, registered a mild drop in 1963 and 1964 and started rising again after 1965. The deficit reached a maximum in 1966 when an 8 per cent increase in the country's imports coupled with a fall of 4 per cent in its exports resulted in a trade deficit of around US\$ 51 million. A steeper fall in imports (12 per cent) relative to exports (9 per cent) in the next year brought down the deficit on merchandise account to

about US\$ 42 million. Available figures for 1968 indicate a trade deficit of roughly US\$ 31 million during the first eight months. (Table 7).

Balance of Payments

The deficit balance on merchandise account has been accentuated by deficits on invisibles. And over the years there has been a tendency for the net balance on goods and services to deteriorate further, except in 1967 when the fall was checked. As against a net deficit of US\$ 14 million in 1961 deficit on goods and services was about US\$ 38 million in 1967. (Table 8).

The continuing deficit on invisible account represents a constant drain on the export proceeds and has resulted in limiting the country's import capacity. The deficit is the result of a number of factors. Freight and insurance charges have been rising both as a result of rising freight rates and increased volume of imports. With Ethiopia's own transport services coming into operation receipts on this account have also been rising of late. Foreign travel has been another deficit component; payments by Ethiopians for travel abroad have been more than the tourist income received. A positive balance

did occur in some years in respect of such services as handling, pilotage, towage, aircraft landing, etc., grouped under 'other transportation'. But a major deficit component of invisible is 'investment income'. With growing dependence of Ethiopia on external resources for financing its development programmes, payments on account of interest, dividends, etc., have been continually rising. But the reverse flow of interest and dividend receipts from earnings on exchange reserves and investments abroad has not kept pace as the size of external reserves itself has tended to decline. The result is that the net deficit on investment income account has tended to deteriorate over the years. Among the other components of invisibles, Government transactions have mostly shown a positive balance, but has tended to become passive with increased Government expenditure on diplomatic missions, etc.

Another component of the balance of payments on current account is the transfers - unrequited receipts and payments - which have generally had a positive effect of reducing the size of the deficit on current account. Transfers are of two segments - private and Government. The former has generally been a negative

component consisting mostly of expatriate remittances and migrants' transfers. But a more important component, and one that has improved the balance on current account, has been the transfers on Government account, mostly grants.

The net deficit on current account has tended to widen in recent years and in 1966 and 1967 had reached an annual level of over US\$ 30 million. While net inflow of capital - predominantly private capital movement - had tended to finance fully the deficits on current account in the early years, since 1966, the growing current account deficits have not been fully met by inflow of external resources. Consequently Ethiopia has to draw on its reserves, and rather heavily in 1967, to finance the deficit. While the absolute level of reserves itself is not of that much importance from the view point of financing imports, it does have significance in that it has a bearing on general confidence in the currency and the economy. Such reserves have a crucial part to play in a country like Ethiopia where export earnings, dependent mainly on coffee, fluctuate from year to year. A rapid depletion of reserves would indicate a potential constraint on economic growth. Opinions do vary as to the minimum

level of resources that should be considered safe but the general feeling in official circles would appear to be to have a reserve holding to cover at least three months' imports. This would indicate a ratio of reserves to the annual import bill of at least 25 per cent.

The rapid depletion of reserves in 1967 was naturally a matter of concern and the need for conserving foreign exchange led to such measures as prior-deposit requirements for select imports and other exchange regulations. It would be quite some time before the effect of such reforms is fully reflected in the reserve position, but it may be mentioned here that the items under the prior-deposit scheme cover only around 16 per cent of the country's reserves.

Over the Third Plan period an export level of US\$ 760 million is projected. But imports are envisaged at about US\$ 1,140 million, indicating an adverse trade balance to the tune of US\$ 380 million. The net deficit on merchandise account is expected to be corrected to some extent by net receipts on invisible account - to the tune of around US\$ 30 million. The growing debt service charges are likely to be a major deficit element

here, projected over US\$ 40 million during the Third Plan. Current transfers (net) are estimated to be US\$ 49 million where a net outflow of private transfers (US\$ 9 million) is expected to be more than offset by net inflow of public transfers. Inflow of foreign capital is expected to meet the projected deficit on current account (US\$ 308 million) and lead to a marginal addition (US\$ 6 million) to reserves. Gross inflow of capital - a major portion, public capital - is projected around US\$ 421 million and outflow, amortization and repatriation, around US\$ 107 million.

External Debt

Outstanding debts of Ethiopia have estimated at US\$ 153 million as on June 1968 out of which US\$ 8 million were private debts guaranteed by Government-owned financial institutions. Around US\$ 56 million represented multi-lateral assistance from IBRD, IDA or IFC. The rest were tied either to specific projects or to countries giving assistance. The IBRD and IDA loans have gone mainly to finance highway development programme and telecommunications, the IDA partly to education and the IFC loans to the private sector for a cotton mill and sugar plantation.

Infrastructure pre-empted over half the loans or credits contracted; the second claimant is transportation - civil aviation and merchant marine. Petroleum refinery utilised a major portion of credit obtained for industrial development.

Tables 9 and 10 give details of loans and credits obtained by Ethiopia, by country of origin and sector of investment.

Details of the unutilised portion of the multilateral aid obtained by Ethiopia are given below in view of their immediate interest.

(In '000 US\$)

Source of loan/credit	Amount	Undisbursed portion on 30.6.1968
1	2	3
IBRD - 4th Highway loan 6½%, 1968-1992	13,500	13,500
IDA - 3rd Highways credit, ¾%, 1963-2013	13,500	1,430
IDA - Education, ¾%, 1966-2015	7,200	5,609
IDA - 4th Highways credit, ¾%, 1968-2017	7,700	7,700
IBRD - Electric power, 5½%, 1964-1989	23,500	3,207
IBRD - 3rd Telecommunications loan, 5½%, 1965-1985	4,800	2,713
IFC - Loan to HVA - Metahara S.C. for sugar planta- tion, 8%, 1967-1980	5,520	3,486

SOURCE:- Ministry of Finance, Imperial Ethiopian Govt.

Exports

Agricultural products dominate the exports of Ethiopia. Industrial products were hardly seven per cent of the country's exports in 1967. The relative proportions of these items in the total have recorded only a marginal change over the years.

A substantial portion - around 76 per cent, in 1967 - of the country's export earnings comes from three items, viz., coffee, hides and skins and oilseeds. (Table 11). These three have been the principal exports of Ethiopia throughout the decade. Even with all the industrialisation efforts and export diversification, planned for over the next five years, exports of these items are expected to contribute around 60 per cent of the country's export value by 1972-73.

Roughly half the country's exports goes to USA. The other important outlets for Ethiopian products are W. Germany, Italy and Saudi Arabia. (Table 12).

Of the three items mentioned above, coffee is the principal exchange earner. With an export value of around US\$ 56 million coffee exports accounted for roughly 55 per cent of the country's export earnings in 1967. It is

anticipated that coffee exports would account for two fifths of the country's total export earnings in 1972-73.

Ethiopian production of coffee at present is roughly 160,000 tons. Attempts are being made to increase production at the rate of about 3 per cent per annum to reach a level of 185,000 tons by 1973. The country's quota for exports is 79,000 tons and exports in 1967 were 74,000 tons. Efforts are currently being made to increase exports to non-quota countries. The principal market for Ethiopian coffee is the U.S.A.; Japan and Saudi Arabia are the important non-quota markets.

Unit value of coffee exports has declined continuously since 1964 but recorded a marginal rise in the first six months of 1968. Export sales also seem to have picked up during period January-July 1968 (Table 13).

Export of hides and skins accounted for roughly 12 per cent of Ethiopia's export value in 1967. Over the years 1964-66, both the volume of exports and the unit value realised had recorded an increase, the rise being

more marked in 1966 32 per cent in volume and 33 per cent in unit value. But even this remarkable increase could not offset the fall in export earnings of coffee and oilseeds, with the result the total exports of Ethiopia recorded a fall of around 4 per cent in value in 1966. Export sales of hides and skins recorded a drop - around 33 per cent - in 1967 but have recovered in the subsequent period; the unit value realised, however, seems to have continuously declined since 1966.

Important among the export items here are 'bati-type goat skin' sent mainly to U.S.S.R. and Italy, 'pickled sheep skins' to U.S.A., Lebanon and France and hides to Italy, U.K. and Iran. Exports of hides and skins are expected to continue at the present level over the next five years.

The third important export item is oilseeds, whose share in total export - estimated around 9 per cent in 1967 - has registered a decline since 1963. Over half the earnings from oilseeds exports came from sesame in 1967; the other important items were ~~niger~~, linseed and cottonseed. It is stated that only around a fourth of the country's production is currently exported and that potential does exist for increasing the exports. An increase of over 200 per cent is visualised in oilseed

export earnings over the period 1967-73. By 1973 oilseeds exports are expected to account for around 14 per cent of the country's total export earnings.

Japan, Aden and Israel are the principal markets for Ethiopia's sesame seeds; the major outlets for niger seed are Italy, West Germany, Lebanon, Holland and Belgium. A substantial portion of export earnings from linseed is from China, Greece, Italy and Lebanon, while of cottonseeds over 90 per cent of exports goes to Lebanon and Japan. India and Pakistan are the principal customers for Ethiopia's rape seed.

A few other items of export are gaining in importance in recent years. Among these may be mentioned meat and meat preparations, bananas, textiles, and haricot beans.

Over the period 1967-73 export earnings of Ethiopia are expected to record an increase of around 11 per cent per annum. While increased exports are envisaged in coffee, oilseeds and other agricultural products a major item on which hopes are pinned is potash. It is thought that by 1972-73 the country would be in a position to realise around US\$ 18 million out of potash exports -

roughly 9 per cent of the anticipated export earnings in that year. If potash exports do not materialise - it may not - the rate of growth in exports during this period will be only about 8.5 per cent per annum

Imports

Imports into Ethiopia rose from US\$ 85 million in 1960 to US\$ 162 million in 1966 but recorded a drop of 11 per cent next year, largely due to the drop in imports of machinery and equipment. During the first eight months of 1968 total imports(value) were US\$ 114 million, roughly 20 per cent higher than the level in the corresponding period in 1967.

Roughly three-fifths of Ethiopia's imports in 1967 originated in Europe; its share recorded a modest decline in 1967 compared to the previous year but over the period 1962-67 the percentage shows a rise by around 25. The principal suppliers here are Italy (19 per cent in 1967), W. Germany (14 per cent) and United Kingdom (8 per cent). U.K. has been losing its importance since 1965 while W. Germany has been improving its position. About 9 per cent of the imports came from USA in 1967, whose share in total imports of Ethiopia has however

declined by about 50 per cent in 1962-67. Asia supplied a little over a quarter of Ethiopian imports in 1967; over the years 1962-67 the Asian share has had marginal changes. The principal supplier here is Japan (14 per in 1967); among others are Iran (4.2 per cent), Israel (1.7 per cent), China Mainland (1.6 per cent) and Iraq (1.5 per cent). (Table 15).

India's share in Ethiopian imports was only 1.5 per cent in 1967. Over the years India has been losing its position in this market - from around 4.5 per cent in 1962 to 1.3 per cent in 1966. In 1967 there was a marginal improvement.

The share of Africa in Ethiopian imports in 1967 was only 1 per cent. But if the proposed talks for greater sub-regional cooperation materialise, the position will alter.

An analysis of imports by end-use (Table 16) indicates that capital goods constitute the major category, accounting for roughly two-fifths of the total imports in 1967; its share in the total shows a slight decline between 1965 and 1967. The next important category

of imports is consumer goods, whose share in the total imports of Ethiopia - 29 per cent in 1967 - has recorded a continuous decline. The importance of raw materials and semi-finished goods has continuously been growing and in 1967 these accounted for about 22 per cent of the total imports.

In the period 1962-67 imports of raw materials and semi-finished goods recorded a higher rate of growth of 12 per cent per annum compared to capital goods (8 per cent). Consumer goods imports recorded an annual increase of 3 per cent. During the period 1967-73 total imports of Ethiopia are estimated to rise at an annual rate of 10 per cent. A faster growth is expected in the imports of capital goods - 13 per cent per annum and by 1972-73. Capital goods imports are expected to reach US\$ 93 million in a total of US\$ 280 million. Imports of consumer goods, envisaged at about US\$ 98 million in 1972-73, are expected to rise by 8 per cent per annum. The rate of growth in the imports of raw materials and semi-finished products is also estimated around 8 per cent per year and by 1972-73 these are expected to constitute roughly 24 per cent of the country's imports.

Tables 17 and 18 present details of Ethiopian imports by commodities while Tables 19-34 give imports of select items by origin of supply.

Commoditywise, roughly a third of the Ethiopian imports is machinery and equipment; estimated at about US\$ 47 million in 1967, these imports recorded a drop compared to previous year, partly arising out of delivery delays caused by Suez Canal closure. Transport equipment was roughly 44 per cent of the imports of machinery and equipment in 1967. The major items of import in this group were passenger motor vehicles (US\$ 4 million) imported mostly from W. Germany, Italy and France; passenger buses (US\$ 1.4 million) from Italy; and lorries trucks, etc. (US\$ 4 million) from Italy and W. Germany. About 90 per cent of the motor vehicle parts (US\$ 3.5 million) were from Italy, W. Germany and U.S.A.

Imports of equipment and material for the railways were of US\$ 680,000 in 1967 and a substantial portion - more than four-fifths - came from France.

Imports of electric machinery and appliances rose over the years to reach a level of US\$ 10 million in 1967 as against US\$ 6 million in 1964. The important groups of import, and the growing ones, are telecommunication apparatus, electric power machinery, switch gear, etc. Among the major items may be mentioned radio spare parts, imported mostly from Japan, Switzerland, Holland and West Germany; telegraphic and telephone equipment imported from Sweden, Italy and USA; television transmitters from Italy and West Germany and radio receivers and transistors mostly from Japan and Holland. Imports of other electric machinery items include switches, relays and other electric apparatus from West Germany, Austria, Italy and Holland; transformers, counters etc., from Italy and generator sets and accessories mostly from West Germany and Austria. Imports of domestic electric appliances have been declining in importance and in 1967 were US\$ 400,000 consisting of vacuum cleaners, food mixers, grinders, etc., imported from Italy, Holland and West Germany. Among the other electric equipment are electric lamps (bulbs) from Holland, instruments for measuring and controlling electricity and meters from West Germany and batteries from Singapore and Japan.

It is understood that plans exist to have increased domestic production of electrical appliances, (items like holders, switches, fittings, etc.), car and dry cell batteries and radio receivers during the next plan period. Enough is expected to be produced to satisfy local demand by the end of the Third Plan.

Imports of non-electrical machinery items, estimated around US\$ 14 million in 1967, have been more or less steady during the last two to three years. The important items are machinery for special industries, agricultural machinery and textile machinery items. The growing items are power generating machinery, office machines and metal working machinery. Italy and U.K. have been the major suppliers of textile machinery though Japan, West Germany and France are becoming important of late. India had exported textile machinery worth US\$ 273,000 in 1963. This was for the joint venture with Indian collaboration established in Ethiopia. Since then exports have been only marginal. Holland has supplied machinery for sugar industry, mostly for its collaborating unit, while imports of paper machinery are made mostly from U.S.A. One growing

item of import in this group is metal working machinery which has increased from US\$ 2,000 to US\$ 80,000 by 1967. The principal items have been metal tools, supplied mostly by West Germany, Italy and Austria; machine tools and parts from Italy and West Germany; razors, blades, etc., from U.K. and Czechoslovakia and scissors from India and W. Germany.

Imports of iron and steel manufactures have also been improving over the decade and were US\$ 7 million in 1967. The major import items have been corrugated and galvanised sheets, tubes and pipes, ingots and slabs and, in 1967, rails and other track construction material. The growing items of imports are angles, shapes and structurals, ingots and slabs, tubes and forgings and castings. Imports of bars, rods, hoops and strips and wire have dropped over the years, with increased domestic production.

Japan is the principal supplier of corrugated and galvanised sheets while Italy and Belgium have been the principal suppliers of pipes and tubes. Railway track construction material is mainly from U.S.A. and Italy. The principal sources of purchases for ingots and

slabs have been West Germany, Belgium and Japan.

Belgium and Italy have also been the major sources of supply for angles, joists, channels, etc. Forgings and castings have been obtained mainly from Italy, West Germany and Israel.

Manufactured items of increasing importance in recent years have been rubber manufactures, paper and paper board and manufactures, metal door frames, window fittings, etc., and equipment of base metals. Rubber tyres and tubes for automobiles have been the principal items of import under rubber manufactures. Tyres have come mostly from Japan, Italy, Israel and U.K. while tubes are supplied by Japan, U.K., France and Israel. Israel and Japan have been the principal suppliers of bicycle tyres and tubes; import of bicycle tyres and tubes in 1967 were of the order of US\$ 30,000 against a total import of US\$ 5 million worth of rubber manufactures in the country. Vehicle tyre manufacture is currently being taken up locally with collaboration with Czechoslovakia and it is estimated that by the end of the Third Plan period the country's needs could be met domestically.

Imports of paper and paper board manufactures had increased from US\$ 1 million in 1964 to US\$ 1.3 million in 1967. The major items of import here have been printing paper, mostly from U.K., Austria, Czechoslovakia, Sweden and Norway and wrapping and impregnated or coated paper from Italy, U.K., Israel, Holland and Austria.

With increasing building activity in the country imports of such items as house frames, doors and window fittings of metal and other building requisites have also been going up; such imports increased from US\$ 300,000 in 1964 to around US\$ 1.4 million by 1967. The major suppliers to the market are Italy, U.K., Austria, West Germany, Kenya and Yugoslavia.

Important among the import of other manufactured articles may be mentioned clothing, sports goods, toys, etc., office and stationery supplies, travel goods, furniture and plasticware. Imports of sanitary and plumbing materials as also glass and glassware and clay construction materials have been rising in recent months. Imports of cotton textiles have, however, continuously declined over the years as also footwear, with increasing domestic production. Imports of sewing

thread have been increasing; Ethiopia does produce sewing thread but domestic production is estimated to satisfy only one-fourth or so of domestic demand. Among non-ferrous metal manufacture imports, the growing item of importance is aluminium sheets and plates and aluminium worked, mostly from Italy and Hungary.

In the category of chemical elements and compounds whose share in total Ethiopian imports has recorded an increase (from around 7 per cent in 1964 to around 10 per cent in 1967) the principal item is medicines and pharmaceuticals; these have increased from US\$ 2.8 million in 1964 to around US\$ 3.8 million in 1967. Though a large number of countries feature in this market, roughly half the total imports in 1967 originated from W. Germany, Italy and U.K. The other suppliers of importance in that year were Sweden, U.S.A., France and Holland.

Ranking next in importance in this category of imports is soaps and other cleansing preparations. But imports of these have now been declining. A major category of import here is common soap. It may be

mentioned that with Indian collaboration Ethiopia has started production of soap since early 1969 and plans exist for expanding production to cover toilet soap. It may reasonably be assumed therefore that imports of soap will come down in future.

The third important category of imports is dyeing and tanning extracts whose imports were US\$ 1.8 million in 1967 against US\$ 500,000 in 1964. The important items here are synthetic tanning extracts, mostly from W. Germany and Japan; varnishes from Denmark, Italy and Holland and synthetic dyestuffs from W. Germany.

Imports of inorganic chemicals, elements and salts have also been rising in recent years and were US\$ 250,000 in 1967. The major item of import in that year was caustic soda (US\$ 30,000) imported mostly from Italy and U.K. The other important item was ammonia (US\$ 44,000 in 1967) obtained mostly from Sweden; West Germany and Hong Kong have been the other important suppliers of chemicals to this market.

Imports of minerals, fuels and lubricants have shown a slight increase in 1967 compared to the previous two years. A change in the pattern of such imports is, however, seen with imports of crude petroleum taking precedence over those of petroleum products. With the oil refinery at Assab going into full stream, imports of petroleum products are expected to decline considerably soon. In fact the preliminary trade figures for the first eight months of 1968 suggest that imports of petroleum products into Ethiopia have declined from US\$ 10 million in 1967 to only US\$ 3 million during January-August 1968.

Imports of other crude materials (inedible) have also been of declining importance. Among them are cotton, vegetable fibres, synthetic and regenerated fibre and jute of which, except jute, almost all other items have been visibly declining. Imports of raw jute, however, have increased over the years to reach US\$ 500,000 in 1967, supplied mostly by Thailand and Pakistan.

Imports of milk and cream, butter, chocolate preparations and other food preparations have been growing in recent times although their magnitudes

are not very significant. Imports of items such as cereal preparations, sugar, tea and spices, have, however, been falling of late. In 1967 Ethiopia imported roughly US\$ 700,000 worth of tea, a substantial portion of which was from Ceylon; U.K., Kenya and Italy were the other major suppliers. India held only 1 per cent of the Ethiopian imports. Imports of spices have registered a decline in 1967 compared to the previous year, a trend that seems to be continuing in the subsequent period also. The major suppliers are India, Tanzania, and Singapore. It may be mentioned that Ethiopia has started exporting spices, especially pepper and chillies, since 1967.

Chapter 5

TRADE WITH INDIA

India's trade with Ethiopia has virtually been one sided all along, with Ethiopia at the importing end. Indian imports from Ethiopia have been negligible. (Table 35). Over the years, therefore, the trade balance has always been in favour of India though the size of the trade has been declining continuously. By 1967-68 the balance of trade between India and Ethiopia was in favour of India to the tune of only \$ 1.5 million as against \$ 5 million in 1960-61 and \$ 6 million in 1961-62. During the period April-October 1968 the balance of trade was around \$ 1.3 million in favour of India. (Table 36).

India's share in Ethiopian imports, as already pointed out, is quite negligible, only 1.5 per cent in 1967 as against 6.6 per cent in 1960. The fall in the Indian share is mainly due to the virtual disappearance of cotton piecegoods. Over the years Ethiopia has established its own textile industry and domestic production now satisfies over 95 per cent of

the local demand with the result that Ethiopian imports of cotton textiles have declined considerably. (Table 36)

Cotton piecegoods accounted for roughly 60 per cent of Indian exports to Ethiopia in 1960-61; the most important item of export was grey and unbleached variety and India was the principal supplier: With domestic production catching up in Ethiopia, with Indian collaboration, Ethiopian imports of grey sheeting have virtually stopped. In 1967, Ethiopian imports were only around \$ 4,000 worth of grey sheeting as against \$ 2 million in 1960. India still supplies a major portion of this item. Among the bleached, dyed and printed varieties, whose imports into Ethiopia have also declined over the years, with increased domestic production, India's share has been falling. The major items of Indian supply in this group in the early years used to be mill-made dyed piecegoods, white long cloth, white mull and printed chintz. Currently Indian exports are limited to hand printed sarees and other hand printed fabrics. With a domestic production of around 15 million metres, Ethiopia now meets a substantial

portion of its domestic cotton goods demand. Limited quantities of imports are still made but these are mostly of khaki drill and cotton canvas in piece. Here Japan is the principal supplier and India has virtually been priced out of the market.

The other major item of India supply in the early 1960s was cotton yarn and thread; India met roughly half of Ethiopia's demand. Though over the years Ethiopian imports of yarn and thread have been maintained at more or less the same level, the share of India has declined considerably. This is partly due to the shift in Ethiopian imports towards higher quality yarn and partly due to more competitive prices offered by Japan and Italy, in yarn, and Pakistan and U.K., in sewing thread.

Jute manufactures - sacking and hessian cloth - were another important item of export from India in the early part of the decade. In 1960-61 India supplied roughly 80 per cent of Ethiopian requirements. Ethiopian imports are currently hessian cloth and India supplies a substantial portion. Ethiopia plans to produce jute manufactures and in the next two to three years Indian exports are likely to be curtailed substantially.

Import of clothing by Ethiopia has been increasing continuously over the years and by 1967 was \$ 6 million. India's share has gone up over the years though in 1967-68 a slight fall was noticed. But the share of Indian exports in the total has not been significant and Indian exports in 1967-68 were only about \$ 250,000. Indian exports in this category are mostly low priced cotton outer garments, an item of declining importance in Ethiopian imports. A shift towards import of raw silk and mixtures, woollen garments and items like handkerchiefs, rain coat, etc., is now witnessed. In artificial silk varieties India has lost the market to Japan and Hong Kong, and in recent times to China, on both quality and price. In woollen outer-garments Czechoslovakia, U.K., Italy and Israel are the principal suppliers while in mixtures Israel and Italy have virtually taken over the market. Growing items like rain coat, silk kerchiefs, corsets and ties are currently supplied by Israel, Poland, Japan, Hong Kong and Italy.

Another item of declining importance for India is synthetic fibre fabrics. Ethiopian imports of

synthetic fibres have increased considerably over a period of years though in the last two or three years there has been a tendency for imports to decline.

India's export items used to be synthetic staple fibre fabrics and spun rayon, dyed variety. A preference for nylon fabrics is currently found in the Ethiopian imports where Japan, which appears to have a price advantage, supplies over three-fourths of the demand. Ethiopia has recently established a synthetic fibre factory with Japanese collaboration and there is plan to expand its production to cover nylon textiles also and over the next few years domestic demand is likely to be virtually met out of this production.

Exports of spices from India have declined by half during the period 1960-68 and were just \$ 70,000 in 1967-68. Ethiopian imports of spices increased from \$ 380,000 in 1960 to \$ 500,000 in 1966 but have since shown a tendency to decline. The major item of Indian export in this group in the earlier years, used to be black pepper, which Ethiopia is currently exporting. The main Indian export currently to this market is turmeric.

In 1967 India supplied about a quarter of Ethiopian imports of this item; the other major suppliers were Tanzania, and Singapore.

India's exports of tea to Ethiopia have fluctuated over the years and India has never had an important place in Ethiopian tea market, being priced out by Ceylon.

One of the non-traditional items of increasing importance in recent times has been the export of umbrellas from India. With the establishment of umbrella assembly plants in Ethiopia, and the imposition of protective duties on imports, the importance of this item has declined. Ethiopia, however, does import the raw materials, and the cloth, for umbrella making which India currently is supplying. Plans exist for expansion of umbrella production in Ethiopia during the next two to three years and India can export the necessary raw materials.

The most important item of export from India in recent years has been agarbattis where India virtually

meets the entire Ethiopian demand. This trade is also likely to be drastically now in view of the changing tariff schedule introduced in respect of such imports in the latter half of 1968.

Among other items of export from India, whose magnitude has, however, been small, may be mentioned textile machinery, trunks, suitcases, etc., perfumes, paints, dyes etc., safety razor blades and, quite recently, switchgear, electric appliances and iron and steel tubes. Of these, export of textile machinery was important only in 1961-62 when the Indo-Ethiopian venture was set up. Since then Indian export of this category has only been marginal. Ethiopia now gets textile machinery and accessories mostly from West Germany, U.K., Japan, Italy and, recently, Czechoslovakia. The limited India supply has been mainly spare parts.

A disquieting feature of the Indian trade with this market has been the lack of diversification - the prime dependence on traditional items, especially cotton textiles. With the setting up of the domestic textile industry in Ethiopia such exports have naturally been

hit. Textiles were infact the principal items taken up for domestic production in that country. Even such items of current export like jute manufactures, umbrellas and agarbatties are likely to be drop-outs soon. It is only be shifting to such growing items like building materials, machinery and equipment, etc., can India hope to increase its exports to this market.

The channel for Indian export trade here has mostly been the expatriate Indian business community, dealing by and large in textiles and spices. Although a few of these businessmen are slowly taking up other lines now, quite a few of them are still on the traditional lines. Most of the local Indian traders are finding it difficult to shift to non-traditional lines partly because of their inexperience in such trade, and they are not prepared to take the risks involved, and partly because they do not have the requisite finance. With the introduction of the prior-deposit scheme (since April 1968) most of the small traders have come to suffer; so also have the imports of consumer goods, items India was mostly shipping.

India is thus not in contact with that section of the market which is growing and unless the non-Indian importers are properly cultivated for this purpose, Indian export effort is likely to remain stagnant.

Factors like delay in delivery, delay in settling claims, non-adherence to specifications and lack of effective approach to the market have also gone against Indian exports. Of these, delay especially in delivery, appear, to be the most important. Regular shipping facilities are said to exist between Bombay and Djibouti while the services from Calcutta to Djibouti are not that frequent. It is understood that the Shipping Corporation of India has recently introduced about 5 to 6 services a year on the average from Calcutta to Djibouti but several importers hold that these services touch Djibouti only when there exists enough loading at Djibouti for export purposes. It is possible that the lack of regular shipping services is a major handicap affecting Indian trade, especially now with the non-traditional items growing in importance and services from Calcutta being crucial in this regard.

Services from Bombay appear to be more regular, at least once a month, but here the complaint generally is of short landing. Prompt delivery in any export trade is important but this is more so in the present Ethiopian context where in respect of several items the importer has to block his capital because of the prior-deposit arrangement. Also, it is often found that goods shipped from India are off-loaded at Aden and then transhipped to Djibouti; apart from the delay involved, damage has also been substantial due to poor packing.

In items like building materials etc., lack of suppliers' credit is a serious handicap for India. It is seen that extension of this facility has helped other countries.

Importers are also critical of the sharp business practices adopted by a few Indian exporters - of not sticking to delivery schedules of specifications of orders, not paying commissions promptly, trying to palm off poor quality goods, not declaring the true value of the contents of the packages on invoices, etc. The last is possibly the one reason for the change in tariff on agarbattis.

PART THREE

TRADE PROSPECTS FOR INDIA



Chapter 6

EXPORT PROSPECTS OF INDIVIDUAL COMMODITIES

In assessing trade opportunities in Ethiopia, one has to bear in mind the possible consequences of sub-regional cooperation in Africa with Ethiopia joining the proposed Eastern-African Common Market. Of course, it may take some time before this idea is put to use but the fact remains that India's trade will be affected to some extent at least by such cooperation. Hence, in the long run, it may perhaps be of interest to India to participate more in joint ventures than just depend on commodity trade.

This does not mean, however, that commodity trade should be neglected. Ethiopia is embarking on an ambitious programme of development and for implementing it, Ethiopia has to depend heavily on imports of equipment and raw materials. This opens up new vistas of trade for India. Also, till domestic production catches up, Ethiopia has to depend on imports even for several of its consumer items. In the discussion that

follows an attempt is made to identify products, the likely growth in their import demand, the competitive position of India vis-a-vis other countries and tariffs and other restrictions on trade, if any.

The price quotations given in this discussion are all in terms of dollars.

Soaps and Detergents

Ethiopia currently imports soaps and cleansing preparations to the tune of \$ 2 million per year. Imports have increased from around \$ 1.7 million in 1964. Out of the total imports of 9,000 tonnes of soap in 1967, over 7,000 tonnes were of common soap, the rest being toilet soap, soap powder, washing preparations, and liquid soap. Domestic demand for washing soap is placed in the region of 12,000 tonnes currently.

Nearly three-fourths of the imports of washing soap are from USSR through barter deals; Italy and Yugoslavia are the other major sources of supply of common soap. India's export of common soap to Ethiopia is quite negligible.

Imports of common soap into Ethiopia are subject to a duty of \$ 8 per 100 kg. plus a transaction tax of 12 per cent and municipal tax of 1 per cent. It is roughly estimated that the import duty, transaction tax, municipal tax and internal transit charges would all add up to 70 per cent over the c.i.f. price.

Imports of common soap from Russia are currently made at c.i.f. price of \$ 190 per tonne.

Importer's margin is 10 to 15 per cent; the margin for wholesalers ranges from a low of 3 per cent to as high as 15 per cent while that of retailers ranges between 5 to 50 per cent.

The wholesale price in the market of Sunlight Soap - large twin tablets - in packing of 72 x 12 oz. is about \$ 14.00.

The domestic soap factory has started production of common soap early this year (1969) and is expected to reach its capacity production, of 7,000 tonnes per year, by the end of 1969 or so. It is estimated that

by 1974, domestic production would reach 14,000 tonnes against an estimated demand of around 25,000 tonnes. As already pointed out, India's exports of common soap to Ethiopia have been quite negligible, only around 4 tonnes in 1967. It should be possible for India to increase its exports to this market.

As regards toilet soap, demand has been increasing over the years and the present imports are about 500 tonnes a year. The local soap factory expects to produce over 1,700 tonnes of toilet soap also by 1974 in collaboration with Uniliver. Demand by that time is expected to increase to 2,500 tonnes.

The major suppliers of toilet soap to this market at present are U.K., West Germany and Holland. Toilet soaps are subject to an import duty of 35 per cent ad valorem plus a transaction and municipality tax of 13 per cent. The internal transit dues work out to \$ 28 per tonne.

The trade margins here also are the same as for common soap, and as stated earlier, the landed cost to the importer would work out to roughly 70 per cent over c.i.f. price.

The popular brands in the market are Lux, Lifebuoy and Empress. The current wholesale prices of Lux toilet soap are \$ 13.00 for bath size - 72 x 5 ozs. and \$ 18.00 for standard size - 144 x 3½ ozs. Lifebuoy toilet soap, standard size, sells at about \$ 18.00 for 144 x 3½ ozs. Empress toilet soap sells at a wholesale price of 10.00 for 144 x 3½ ozs.

Synthetic Detergents

Demand for synthetic detergents has been rising over the years and it is estimated that by 1974 it would be as high as 3,000 tonnes per year. Imports at present are made mostly from U.K., though in recent months, Israel has also come into the market. Israel has an advantage of having the shortest supply line - only five to seven days. The c.i.f. price for Israel works out to \$ 360 per tonne.

Importers used to get credit facilities extending over a period of 30 to 45 days previously; now that detergents are in the prior-deposit list, imports are made 'cash against documents'. But it is gathered that importers get a discount of about 2 per cent as compensation for the lack of credit facilities.

Liquid detergents in the Ethiopian market sell at a wholesale price of around \$ 12-13 per 24 poly-tainers.

The oil and soap factory in Ethiopia is planning to go into production of toilet soap and synthetic detergents at a later stage. As mentioned earlier, plans exist to increase production by 1974 to 14,000 tonnes of common soap, 1,700 tonnes of toilet soap and 800 tonnes of glycerine. When this happens, it is likely that the import duty is raised to encourage the local effort.

An investment of around \$ 2 million is envisaged in soap production over the Third Plan period, which would involve an import component of around \$ 1.2 million worth of machinery and equipment and around \$ 5.2 million worth of raw materials. India could possibly take advantage of this especially since the soap factory is set up with Indian collaboration.

Among the important raw materials imported are tallow, coconut oil, caustic soda and perfumery. It is estimated that to achieve a capacity production of

7,000 tonnes of common soap, about 4,000 tonnes of tallow, 1,000 tonnes of coconut oil and 22 tonnes of perfumery would be needed.

The present domestic production of tallow is just 200 tonnes; the rest is imported, mostly from Australia and Singapore. Plans exist to increase domestic production to 1,200 tonnes by 1974. Imports will have still to continue.

Tallow is subject to an import duty of 10 per cent plus transaction and other taxes, 13 per cent. Internal transport charges would work out to roughly 2 per cent. The present c.i.f. price is given to be about \$ 170 per tonne, from Singapore. It is understood that imports are normally made against sight draft in the first instance while credit facilities are always extended for subsequent orders, ranging over a period of 90 to 120 days.

Coconut oil are roughly 250 tonnes a year which meets the entire domestic demand. Import demand is likely to go up to 2,000 tonnes a year by 1974. Bulk

of the imports are now made from West Germany, Singapore and Switzerland. Imports are allowed free of duty though transaction and other taxes are charged. The mark-ups over the c.i.f. price work out to roughly 15 per cent for the importer. Imports from Singapore are at present on a c.i.f. price of \$ 260 per tonne. It is observed that the first consignment of imports has been made against sight draft although negotiations are under way for obtaining credit facilities.

Imports of perfumery of the washing type are mostly from Switzerland at a c.i.f. price of \$ 0.48 per kg. It is stated that the Indian product of the same quality would cost around \$ 0.90 per kg. At capacity production of the local unit, import demand would be in the region of 20-25 tonnes a year. Perfumery is subject to a duty of 10 per cent plus transaction and other taxes of 13 per cent. The internal transit charges are another 2 per cent of the c.i.f. price. Exporters in Switzerland generally extend credit facilities over 120 days.

Demand for caustic soda in the country is from both the textile industry and the soap factory. Imports

meet the entire domestic demand and are of 900 tonnes per year, half of which is from Italy and the rest from U.K. and West Germany.

Caustic soda imports are subject to a specific duty of \$ 1.60 per 100 kg. and other taxes of 13 per cent. The available price data indicate a current c.i.f. price of \$ 72 per tonne, for imports from West Germany. The Indian price is quoted around \$ 120 per tonne.

Importers usually get credit facilities from all the major exporters over a period of 120 days. With increased domestic production of both textiles and soap, demand for caustic soda is bound to go up to about 1,500 tonnes by 1974. It is however, doubtful whether India could benefit, with such a price disadvantage.

Paints and Varnishes

Ethiopian import of paints and varnishes has gone up from \$ 700,000 in 1964 to over \$ 850,000 in 1966. There was a drop in 1967 but imports have since gone up. A good part of the imports is varnishes; other items are synthetic enamel paints

and plastic paints. Plastic paints are produced locally also and the production in 1967 was placed around 1,000 tonnes. Demand in the country is mostly for ready-mixed oil paints and varnishes. Good demand also exists for synthetic enamel paints. The market is not brand conscious; price is the major consideration of purchase.

Synthetic enamel paints are currently imported from France, Spain, Belgium and Italy. India, Holland and Yugoslavia are important suppliers of varnishes while thinners are obtained mostly from Holland. It is observed that Indian prices are roughly 7 per cent higher in the case of synthetic enamel paints, while they are quite competitive in varnishes, especially in inferior qualities. Importers observe that the superior quality varnishes, which they could obtain from Yugoslavia, may not be had from India.

Paints and varnishes are subject to a duty of 20 per cent and other taxes, 13 per cent. The trade margins are roughly 15 to 20 per cent with the importers, 5 to 10 per cent with the wholesalers and 3 to 5 per cent

with the retailers. It is observed that importers normally get credit facilities ranging from 60 to 240 days.

Price data that could be obtained for Copal Varnish are as follows:

Varnish - Holland

100	x	1	US	Gallon :	\$	1.58	c.i.f.	Massawa
"	x	$\frac{1}{2}$	"	"	\$	9.87	"	"
"	x	$\frac{1}{4}$	"	"	\$	0.37	"	"
"	x	$\frac{1}{8}$	"	"	\$	0.24	"	"

Indian price of comparable quality, for one gallon, works out to \$ 1.32 c.i.f.

In plastic paints, imports from Holland - mica wall paint - work out to \$ 0.84 for $2\frac{1}{2}$ kgs. and \$ 1.62 for 5 kgs., c.i.f. Assab.

By 1974, Ethiopia plans to increase domestic production of paints and varnishes by over three times; collaboration with Holland is thought of. But even with increased domestic production, it is envisaged that import demand by 1974 would roughly be 5,000 tonnes.

Increased production of paints domestically, with roughly \$ 600,000 worth of investment, would have an import component of machinery worth \$ 400,000 and raw materials worth \$ 482,000. India's possibilities of participating in machinery and raw materials supply may perhaps not be much as domestic production is planned in collaboration with Holland. But India can possibly try to expand its exports of varnish and oil paints. Attention has to be paid to packing, the preference in the market being for smaller packings. Also the colour of paint has to be displayed prominently on the tin itself.

Electrical Machinery, Equipment, Appliances, Etc.

Mention was made earlier while reviewing the import trade of the country about the growth in imports of electrical machinery and appliances over the last few years. With the importance attached to the development of power in the Third Plan, such imports are likely to go up over the next few years. Generation and distribution machinery is obtained by issue of tenders by the Ethiopian Electric Light and Power Authority. The tenders are normally global

though in cases of tied credits, restricted tenders used also to be issued in the past. But it appears that from its experience in the past the EELPA has found that imports under tied credits are more expensive and the Authority has since turned to issue international tenders in most of the cases. India has successfully participated in one such tender recently. By actively chasing the tenders by the EELPA, Indian exports of electrical machinery could pick up in the coming years.

As for electrical appliances, another important category of imports into the country, the major competitors to India are Italy, West Germany and Holland. Japan is also now coming into the market. Demand for each item of appliance is quite limited. An attempt is understood to have been made by one leading importer to get heaters and table lamps from India but his experience does not appear to have been quite satisfactory. It is pointed out that the quality and finish of the various items from India do not compare well with the products imported from other countries.

A growing item of import, and in which India can possibly increase its share, is electric bulbs.

Good demand exists for this item especially for bulbs of 40-60 watts. Imports of electrical lamps into the country are currently about \$ 140,000, from Holland, Germany, USSR and India. Roughly half of the imports consists of incandescent lamps, around a third, vacuum tubes and the rest bulbs, for torches, cars, etc.

The current c.i.f. price of bulbs from Holland works out to an average of \$ 0.09 per bulb upto 60 watts. Import is subject to transaction and other taxes of 13 per cent and local transportation charges of around 5 per cent of c.i.f. price. The import duty ranges from \$ 0.08 per bulb of 75 watts (and less) to \$ 0.40 per bulb of 300 watts (and above). The wholesale price is given to be \$ 0.19 per bulb and the retail price, about \$ 0.20 for bulb of 75 watts. The Russian bulb works out a little cheaper, around \$ 0.05 per bulb, c.i.f., for 75 watts.

The importer's margin is 20 per cent, with the wholesalers around 10 per cent, and the retailers around 2 to 3 per cent. Importers generally get credit facilities extending over a period of 1 to 6 months.

With better levels of living and spread of electricity over a wider area, as planned, demand for bulb and electric fittings is bound to rise. Demand for electric bulbs by 1974 may be about 450,000 per year.

With the extension of electricity, the demand for fittings like sockets, plugs, distribution boxes, switches, etc., is also bound to rise. Plans exist for production of over one million pieces of electrical fittings, switches, etc., in the country by 1974 which is likely to meet almost the entire demand. But this production would involve an import of equipment worth \$ 100,000 and raw-materials worth \$ 200,000 in which India could possibly participate.

Limited demand exists, around 1,500 a year, for refrigerators in the country which is currently met out of imports. Ethiopia plans to produce 1,200 refrigerators currently by 1974 and this is likely to meet roughly half the estimated demand in the country by that time.

Medicines and Pharmaceuticals Products

Imports of medicines and pharmaceutical products into Ethiopia have been rising, from around \$ 2.8 million in 1964 to \$ 3.3 million by 1967. Domestic production, estimated at \$ 100,000, meets only a very limited part of the country's demand. Imports are currently from a number of countries, the important among them being West Germany, Italy, U.K., Switzerland, U.S.A., France and Holland.

~~Medicines~~ and pharmaceutical products are allowed free of imported by hospitals and are otherwise subject to a duty of 10 per cent besides transaction and other taxes of 13 per cent. It is estimated that internal transportation charges work out to roughly 15 per cent of the c.i.f. price in most cases.

The biggest consumer of medicines and pharmaceuticals is Government hospitals, purchases for which are made by the Central Medical Stores Corporation. The Corporation issues tenders, normally twice a year for medicines and once in two years for surgical instruments and other equipment. Tenders are published in the local papers

though the Corporation expects the tenders to be picked up from its office by the tenderers. The Corporation expects supplier's credit from intending participants for a period of 120 to 180 days.

It has been found that Indian participation so far has not been significant in the various tenders issued by the Corporation and in one case where an Indian bidder was successful, his performance was not up to the mark. The Corporation's purchases work out to roughly \$ 2 million worth of medicines every year on an average.

Each of the tender forms issued by the Corporation costs around \$ 3. It would be worthwhile for Indian exporters to have an indenting agent in Ethiopia to participate in these tenders on their behalf. One importer on contact has observed that the response from the Indian side has so far not been satisfactory though he has taken pains to inform a few leading exporters in India of the various tenders issued by the Corporation.

Besides the Corporation, purchases are also made by several leading importers for local retail sale. It is observed that generally credit facilities are extended by all leading suppliers, extending over a period 60 to 120 days. It is stated in this connection that even Japan, which normally exports against L.C., extends credit facilities for 90 days.

Ethiopia plans to increase production of medicaments within the country to the tune of \$ 350,000 by 1974. The domestic demand is likely to increase to over \$ 6 million worth by this year. It should be possible for India to capture a sizeable portion of this import demand through active participation in the tenders issued by the Corporation. Special attention needs to be paid by Indian exporters to delivery schedules, packing and prompt payment of claims.

Iron and Steel Products

Imports into Ethiopia of iron and steel products have been \$ 6 million worth a year in the last few years. The major items of import have been universals, plates

and sheets whose imports however are coming down over the years with increased domestic production. Imports of bars and rods are also declining while that of angles, shapes, etc. have been rising over time. Imports of hoops, strips, wire and wire products are declining with increased domestic production. Imports of tubes, pipes and fittings are rising and are likely to continue to rise. Castings and forgings imports have not been significant so far.

Plates, Sheets etc.

The major item of import is corrugated and galvanized sheets. Imports increased from 8,000 tonnes in 1962 to 21,000 tonnes in 1967. Imports are made mostly from Japan, Italy, and Belgium. USSR also supplies this market on barter against Ethiopian coffee. Imports are mostly in gauges of 24, 26 and 28.

Import duty on galvanized sheets is around \$ 80 per tonne besides transaction and other charges of 13 per cent above the c.i.f. price. The local transportation charges work out to roughly \$ 22 per tonne.

The c.i.f. price for galvanized sheets is currently around \$ 320 per tonne on an average. Imports from Belgium of sheets of gauge 28 are said to cost the importer inclusive of all duties, taxes, etc., around \$ 400 per tonns.

Importers generally get credit facilities extending over a period of 120 to 180 days and this is a major consideration in any export to this country. Ethiopia intends to increase domestic production of galvanized iron sheets to 32,000 tonnes by 1974. With the programmes of construction activity and the growth of metal and engineering industries, planned for during this period, it is clear that demand for galvanized sheets would also increase over this period. But a shifting preference towards aluminium corrugated sheets is currently noticed. The demand for galvanized and corrugated sheets by 1974 could be conservatively put around 35,000 tonnes, a good portion of which, however, is likely to be met out of domestic production.

Pipes, Tubes etc.

Another important item of iron and steel that is likely to grow in the coming years is pipes and tubes whose imports currently are around 5,000 tonnes a year. Important suppliers to this market now are Italy, Belgium, Israel and UAR. India also has started exporting in recent months though in limited quantities.

A duty of \$ 4 per 100 kg. is levied on imports of pipes and tubes besides transaction and other taxes of 13 per cent. The local transportation charges are on an average around \$ 2 per 100 kg. It would appear that in all the mark-ups over the price would be around 50 to 60 per cent for the importer. The margins for importers, wholesalers and retailers are around 10 per cent, 5 per cent and 5 per cent respectively. The present import price is possibly \$ 240 per tonne c.i.f.

It is found that both price and quality of Indian products are quite comparable to those of its competitors. As in the other products here also the suppliers' credit seems to be a major factor deciding import demand. It is found that generally suppliers to

this market extend credit facilities for 90 to 120 days. Importers are normally expected to give credit to wholesalers for 30 to 60 days, and even in cases of Government contracts it usually takes a month or two before the money is realised. Hence importers usually insist on credit facilities from suppliers.

Demand in this market for pipes and tubes is growing and, with virtually no domestic production, the entire demand is to be met out of imports only. It is expected that by 1974 demand would reach a level of over 8,000 tonnes per year. The demand is mostly from building activity planned by the various Government agencies for which purchases are normally made through local tenders. By suitable local representation and by active pursuance of such tenders, Indian exporters should be able to increase their sales to this market and capture at least 10-15 per cent of the total demand, if not more.

Angles, Joists etc.

The current level of imports of angles, shapes, etc. is around 3,000 tonnes per year, mostly from

Belgium and Italy and U.K. An item of growing importance is slotted angles in which India is found to be quite competitive. Total imports of slotted angles into the country work out to roughly \$ 5,000. Imports are subject to an import duty of \$ 3.60 per 100 kg. and transaction and other taxes, 13 per cent. The importer's margin is around 10 to 15 per cent and the wholesalers' about another 15 per cent. It is stated that importers normally get credit facilities of 4 to 6 months from U.K. and 90 days from others. Importers are expected to extend facilities to consumers who are mostly Government departments or contractors. Import prices of slotted angles from India are roughly 10 per cent cheaper than the U.K. product. The price list is given below.

c.i.f. price of slotted angles

No. 1	- 1.9/16" x 1.9/16" x 10'	Ø India = \$ 1.11
		Ø U.K. = \$ 1.20
No. 2	- 2.7/16" x 1.9/16" x 10'	Ø India = \$ 1.34
		Ø U.K. = \$ 1.44

Good demand also exists for shelf panels of mild steel. Here again Indian prices and quality are reportedly quite comparable with those of the competitors.

The current wholesale price for angles, channels, etc., is around \$ 320 per tonne. Imports are subject to the same level of duties and taxes as mentioned earlier.

Total imports into the country of the various types of structurals are expected to rise to 6,000 tonnes by 1974 and it should be possible for India to expand its exports over the next few years, with an active sales effort.

A major complaint heard in this context is that Indian exporters do not stick to delivery schedule because of both manufacturing and shipping difficulties. It is gathered that a major problem here is lack of frequent and direct shipping facilities between Calcutta and Djibouti. It appears in one case that the goods ordered in late 1967 were received only in August 1968. The Shipping Corporation of India has recently introduced direct service between Calcutta and Djibouti. Increase in the frequency of the service would help a great deal in increasing Indian exports.

Hardware

Hardware items include nails and tacks, nuts, bolts, screws, rivets, etc., and imports have been of \$ 200,000 a year during the last few years. Domestic production, restricted mostly to nails, is about \$ 1 million worth currently. Plans exist for increasing production of various items over the next few years and the demand for nails, tacks, etc., are likely to be met out of domestic production entirely. Limited imports are still likely to continue for bolts, nuts and screws and the import demand may be estimated around 200 tonnes per year by 1974.

At present imports of nuts, bolts and screws are mostly from Italy. India's share in this import is quite negligible. Imports are subject to a duty of \$ 4 per 100 kg. and transaction and other taxes of 13 per cent. Internal transport charges are roughly to 5 per cent of the c.i.f. price. The trade margins are usually 10 to 15 per cent for importers and wholesalers and 30 per cent to 40 per cent for retailers. It is found that Indian prices are fairly

competitive. With an organised sales effort, India should be in a position to increase its share in the market by at least 3 to 4 times the current level.

Importers are reported to be getting supplier credit facilities extending over a period of 90 days. The price schedule which could be collected for various types of nuts, bolts and screws is given below. These are c.i.f. prices for U.K.

C.i.f. prices of Bolts, Nuts, Screws etc. -

U.K. Ordinary Sets-Screws

$\frac{1}{4}$ " X $1\frac{1}{4}$ "	\$ 0.77 per 100 c.i.f. Djibouti	
X $1\frac{1}{2}$ "	0.84	"
2"	1.06	"
5/16" X $3/4$ "	0.87	"
X 1"	0.87	"
X $1\frac{1}{4}$ "	0.90	"
X $1\frac{1}{2}$ "	1.06	"
X 2"	1.13	"
3/8" X 1"	1.13	
X $1\frac{1}{4}$ "	1.23	
$1\frac{1}{2}$ "	1.32	
2"	1.52	
$1\frac{3}{4}$ "	1.39	

Hex C/8/D/C Nuts whit to BS 916

$\frac{1}{4}$ "	\$ 0.35
5/16"	0.42
3/8"	0.48

Hex Round Hex whit Bolts & Nuts to BS 916

$\frac{1}{2}$ " X $2\frac{3}{4}$ " Ex.Dia 4	\$ 4.04 per 100 c.i.f. Assab
X 3"	4.25
X $3\frac{1}{2}$ "	4.47
4" X 4"	4.82
5/8" X $2\frac{1}{2}$ "	6.23
5/8" X 4"	7.35
5/8" X 5"	8.23

Ordinary Bolts & Nuts

$\frac{1}{4}$ " X $1\frac{1}{4}$ "	\$ 0.94 per 100 c.i.f., Assab
X $1\frac{1}{2}$ "	1.03
X $1\frac{3}{4}$ "	1.06
5/16" X 2"	1.52
X $2\frac{1}{2}$ "	1.81
3"	1.94
$3\frac{1}{2}$ "	2.39
4"	2.48
3/8" X $2\frac{1}{2}$ "	2.55
3"	2.77
$3\frac{1}{2}$ "	2.93

Ordinary Set-Screws, Whit BS 916

$\frac{1}{4}$ "	X	5/8	\$	0.61 per 100 c.i.f., Assat.
	X	3/4		0.61
	X	1"		0.61

Aluminium Sheets

Imports of aluminium sheets which are at present of 320 tonnes per year are likely to more than double over the next five years. The demand is mostly for gauges of 40,41 and corrugation of 2m x 34. These sheets are now sold at a wholesale rate of \$ 1 per sheet and roughly 8,800 sheets make up one tonne.

Locks, hinges and other fittings

With increased building activity that is planned over the next few years and the growth of metal and engineering industries, demand for locks, hinges, and other casting items are likely to pick up.

Imports of locks are now mostly from Italy and U.K. Door locks from U.K. are priced around \$ 2.4 per piece c.i.f. The Italian variety is slightly cheaper ranging from \$ 1.20 to \$ 1.80 per piece c.i.f. Imports

are subject to an import duty of 15 per cent and transaction and other taxes, 13 per cent. The internal transport charges range from 5 to 7 per cent of the c.i.f. price. Trade margins for the importer are around 10 to 15 per cent and the retailer's margin is 25 to 30 per cent.

The present imports of locks, padlocks, etc., are 160 tonnes and metal fittings, etc., about 250 tonnes. A conservative estimate of demand for padlocks, etc., and other fittings may be 350 tonnes and 450 tonnes respectively per year by 1974.

C.I. Pipes

Imports are around 100 tonnes per year of pipes and about 120 tonnes of fittings, etc. Imports are mostly from Italy and Yugoslavia. Cast iron items are subject to an import duty of 15 per cent and transaction and other taxes, 13 per cent. It is estimated that internal transport charges will be roughly 15 per cent of the c.i.f. price.

The current import prices of CI pipes are around \$ 120 per tonne c.i.f., Assab. Wholesale and retail

prices are \$ 320 per tonne and \$ 360 per tonne respectively. Plans exist for the production of CI pipes in Ethiopia and it is estimated that by 1974 domestic production will meet the entire demand.

Sanitarywares

Ethiopian imports of sanitarywares are at present around 390 tonnes of metallicware and 460 tonnes of ceramicware. With the growth in building activity as planned, demand for metallic hardware could be placed around 650-675 tonnes by 1974 and that of ceramicware around 750 tonnes. A production of 150 tonnes of metallic sanitaryware and over 1,000 tonnes of ceramicware is planned locally by that time.

The major supplier of metallicware to this market is Italy. The others are Yugoslavia, West Germany and Hong Kong. India supplied only around 3 to 4 per cent of the total imports into the country in 1967. It should be possible for India to expand her exports in metallic sanitaryware and be able to supply as much as 10 to 15 per cent of the total imports into the country over the next 5 years.

Metal Handtools

Ethiopia imports on an average 900 tonnes worth of metal handtools costing about \$ 1 million. The major sources of supply are West Germany, Italy, Austria and Yugoslavia. In recent years Czechoslovakia, Hungary and China (Mainland) are also in the market. Ethiopia plans to achieve a domestic production of around 1,200 tonnes of metal handtools by 1974, which is likely to meet 80 per cent of the domestic demand by the time. As the demand extends over a variety of tools, the import of each category is small.

Metal handtools are subject only to transaction and other taxes of 13 per cent. The trade margins are usually around 10 per cent, for importers and 10 per cent for the wholesalers.

The current level of machine shop tools import is 190 tonnes worth about \$ 250,000. Italy, West Germany, France and Sweden meet the major requirements of this country. Imports are likely to increase to around 500 tonnes by 1974, to be met entirely out of imports.

This is another area that could actively be considered by India. Imports are subject only to transaction and other taxes of 13 per cent.

Batteries and accumulators

Ethiopian imports of batteries and accumulators, etc., have been in the region of \$ 800,000 per year on an average. A major portion of the imports - roughly 80 per cent - is dry cells. With no local production the entire demand is met out of imports.

The demand for car batteries in the country is around 10,000 per year and for replacements, on the assumption that a life of a car battery is two to three years, around 20,000 to 30,000 per year over the next few years. Plans exist for production of car batteries in the country to achieve a level of over 40,000 pieces by 1974, enough to meet the entire domestic demand. It is also observed that Indian prices of car batteries do not compare favourably with competitors like Switzerland. The relevant price data are given below:

<u>Batteries</u>	<u>c.i.f. prices: Sweden</u>	
1507-A7	\$	12.00
1003		7.50
1001		6.75
1006		8.25
1020		9.50
1030		10.10
1502 - A7		11.25

India

3 H 13L	\$	10.32
3 W SL		10.76
3 W S 19 L		11.77

As for dry cells, nearly three-fourths of the demand is for cells of standard size used for flash lights (Size 950). Plans exist currently for producing dry cells within the country and it is expected that by 1974 domestic production would be 10million pieces a year. According to current indications, domestic demand would be around this level or slightly higher in this period. The present demand is around 3 to 4 million pieces a year and till domestic production catches up India should be able to take advantage of the demand. Dry cells are subject

to an import duty of 25 per cent and transaction and other taxes of 13 per cent. Internal transport charges work out to roughly 10 per cent of the c.i.f. The major suppliers are Singapore, Japan and U.K. India's share is quite negligible.

The available data indicate a c.i.f. price of around \$ 5.30 per 100 pieces, for Singapore. Trade margins are around 10 per cent for the importers, $1\frac{1}{2}$ per cent for the wholesalers and 15 per cent for the retailers. Dry cells are being sold in the market at 10 cents a piece.

The importer usually has to sell on 60 days credit to the wholesaler and he gets credit facilities extending over 120 days from exporters in Singapore. It is observed that delivery takes 3 weeks' time. Indian exporters, it is stated, usually send on sight drafts. It is pointed out that by extending credit facilities, like other exporters, India could increase its export to this market as the market does not seem to be brand conscious.

Automobile Parts

Ethiopian imports of motor vehicle parts have been increasing considerably over years and by 1967 were about \$ 4 million. A large variety of parts is imported, mostly from Italy, West Germany and U.S.A. These countries are also the major suppliers of vehicles to the country. The largest transport operator is the General Ethiopian Transport Share Co. which handles most of the city and inter-urban transport. Its buses and trucks are mostly purchased from W. Germany and Italy. Individual operators number 30 in all, operating about 80 buses in the country.

Garages of some of the big companies which export vehicles to Ethiopia also exist in the country and these companies supply most of the automobile parts.

The General Ethiopian Transport Share Co., as already observed, makes its purchases of spare parts from the vehicle suppliers themselves. A few countries like Czechoslovakia, U.K., Sweden and Japan are also seem recently exporting automobile parts to Ethiopia in limited quantities. It is said that Japanese prices are considerably lower than the rest, and so Japan could enter the

market. A general observation is that in several spare parts, Indian quality is quite comparable with the British and others. In general Indian items are 5 to 10 per cent cheaper than the British products, but at least 10 to 20 per cent higher than the Japanese. It is pointed out that with slight improvement in quality and design and with good publicity (with big catalogues giving complete information, etc.,) India could increase its exports of several automobile parts to this market.

Automobile spares and parts are subject to an import duty of 50 per cent and transaction and other taxes of 13 per cent. Internal transport charges will be 5 to 10 per cent of the c.i.f. price, and in exceptional cases even 15 per cent.

The price data available for selected products are given below:-

Carburettors - for Land Rovers:

England - Model 85	\$	11.34 c.i.f., Djibouti
Model 109		15.54 "

Prices of spare parts for cars - India

\$
c.i.f., Djibouti

Dynamo Pulley L/Rover Large type 5/8 236360	0/55 Each
Tail light L/Rover 2/out bulb wipac.	0/55 "
" " " " " sparto.	0/55 "
" " Lens only Landrover wipac.	0/14 "
" " " " " sparto.	0/14 "
Shackle Pin W/Nut Medium L/Rover old type 270741	0/20 "
" " " Long " 263625	0/20 "
" " " Short " 236969	0/20 Each
" " " Medium " New 537741	0/20 "
" " " Long " " 537741	0/20 "
" " " Short " " 537740	0/20 "
Shackle Plate rear flat w/o thread	0/15 "
" " " " w/thread $\frac{1}{2}$ BSF	0/15 "

c.i.f. Prices of Industrial Ball
Bearings : Czechoslovakia

	<u>\$</u>
EL 9	0.20
6306	0.79
6206	0.51
6203	0.28

	<u>\$</u>
1208	1.09
1208 K	1.09
1211 K	1.54
1216 K	3.10
6309	1.52
6310	1.78
6311	2.17

It is observed that spark plugs imports are from U.K. Indian exporters have not approached this market in this item.

As already observed, demand for automobile parts has been constantly on the increase and is likely to go up further over the next five years, and since quality is comparable, with active sales effort, Indian exporters should be able to push their sales to this market.

Umbrellas

Production of umbrellas began in Ethiopia about 3 years back and currently it satisfies nearly 90 per cent of the demand. Limited imports are still made, mostly from India and Japan. The current production is around 15,000

dozens per year and it is planned to bring this up to 55,000 dozens by 1974 - enough to meet the entire domestic demand.

Duties on imports of umbrellas have been raised from \$ 5 a dozen to \$ 14.40 a dozen or 80 per cent ad valorem whichever is higher. Imports of parts are subject to a duty of 30 per cent. Besides the import duty, imports of umbrellas are subject to transaction and other taxes of 13 per cent. Internal transport charges range from 5 to 10 per cent.

The local product sells at a retail price of \$ 15 per dozen. The domestic assembly unit imports most of the raw materials such as frames, cloth, thread, etc. The cost of frame works out to roughly \$ 2.50 per dozen with cloth accounting for another \$ 2.50 per dozen umbrellas. The thread used for stitching, etc., works out roughly to at \$ 0.20 per dozen umbrellas. India stands a good chance of supplying the requisite raw-materials for umbrella production in Ethiopia. As already stated the country plans to increase its production to a level of around 55,000 dozens per year by 1974. This would mean

an import component of raw materials worth over \$ 300,000 and equipment, etc., worth around \$ 200,000 which India should be in a position to take advantage of.

Safety razor blades

Ethiopia imports safety razor blades, both stainless steel and carbon steel, from a number of countries. The major suppliers are Czechoslovakia, Hungary, U.K. and India. The Indian supply meets roughly a tenth of the domestic demand. The major competitor to India in carbon steel blades used to be Czechoslovakia which used to supply this market at the same price as India but with the closure of the Suez Canal now India is having an edge.

Safety razor blades are subject to an import duty of 30 per cent and transaction and other taxes 13 per cent. The internal transport charges are about 5 to 7 per cent of the c.i.f. price. Trade margins are roughly 15 per cent for importers, 5 to 10 per cent for wholesalers and 10 to 20 per cent for retailers.

Indian blades are imported at a c.i.f. price of \$ 1.71 per 1,000 blades. It is found that Indian

prices are competitive, the quality is good and packing is also quite satisfactory. It is also observed that the importer usually gets credit facilities from the Indian suppliers. But a major complaint in this regard is that the supplies are irregular; the Indian exporter normally supplies only a third of what is demanded from him.

The domestic demand is likely to be over 6 million blades by 1974 and India should be able to capture at least 30 to 40 per cent of this demand.

Cast iron scissors

This is another item in which India has a good share of the market, and can continue to have, provided quality and price continue to be competitive. The present import demand is about 10,000 gross per year. Imports are subject to an import duty of 25 per cent and transaction and other taxes of 13 per cent. Transit charges, internal, are roughly 10 per cent of the c.i.f. price. The present c.i.f. price for India, quite competitive with other suppliers, is around \$ 4 per gross. The importer's margin is 5-10 per cent. The wholesale and retail price

are about \$ 6.50 and \$ 9.50 per gross respectively. Demand is likely to continue at the present level over the next five years.

Agarbatti

India is the major supplier of agarbatti to the Ethiopian market. Consumers are mostly the Arabs in this country. Indian exports were about \$ 120,000 in 1967 but imports are likely to come down over the next few years as the market is very nearly saturated and stocks are heavy. Also, the recent attempt of an Indian exporter, sending two consignments to two different importers, of the same produce and quality but charging entirely different prices, has led to a change in the Ethiopian tariff on agarbatti imports. Prices quoted on the invoice are not accepted; the minimum price has been fixed at \$ 1.80 per dozen packets on which duty is leviable. The rate is 30 per cent; other taxes work out to 13 per cent. The c.i.f. price of agarbatti from India is roughly \$ 1.60 per dozen. This is another factor that is likely to affect adversely Indian exports of this item.

Steel Trunks

The current demand in Ethiopia, met entirely out of imports, is around 500 to 600 cases per year, each case containing 8 sets. (32" x 30" x 28" x 26"). The demand in the market is mostly for gauges 28 and 29 but it is understood that on quality control considerations exports of these gauges from India are not allowed. The current imports are mostly of gauge 24. The demand in the market is limited mostly to Dire Dawa and it is likely to be in the region of around 600 cases per year over the next few years.

The current c.i.f. price is around \$ 6.52 per set c.i.f. The extras, inclusive of import duties, transaction taxes and transit charges, work out to roughly 50 per cent of the c.i.f. price. The trade margins are roughly 15 per cent for the importers and 20 per cent each for the wholesalers and retailers. An important point here is the transit duty which is rather high and packing, therefore, has to be of or high standard. India stands a good chance of continuing its supplies to this market at competitive prices.

Steel Furniture

The present imports of metal furniture into Ethiopia are almost 10,000 pieces of folding tables and chairs a year. Imports are mostly from Italy, Japan, Switzerland and India. Imports are subject to an import duty of 15 per cent and transaction and other taxes, 13 per cent. Transit charges within the country are about 30 per cent of the c.i.f. price, if transported from Djibouti and 20 per cent if from Assab.

The Indian varieties of folding chairs and tables are popular in the market and the prices are also competitive. But a slight preference is found to exist for Italian products because of the finish. The present c.i.f. price for a folding chair is about \$ 1.62 per piece for India; the wholesale and retail prices are \$ 3 and \$ 3.80 per piece respectively. The c.i.f. price for folding tables is around \$ 4.50 per piece and the wholesale price about \$ 8 per piece.

Ethiopia plans to increase production of steel furniture within the country and, by 1974, hopes to produce \$ 300,000 worth of furniture with an investment

of \$ 180,000. This would involve an import component over \$ 130,000 worth of equipment and \$ 900,000 of raw-materials. Possibilities exist here for India. Even with its increased domestic production, which is expected to be roughly 3 times the current level, only half of the Ethiopian demand is likely to be met out of domestic production by 1974.

Clothing, etc.

Ethiopia imports on an average \$ 6 million worth of clothing and accessories. Details of the imports and countries of supply have been given earlier. The major items of import are cotton outer garments and artificial silk outer garments. The former is largely imported from China (Mainland), Hong Kong and India while the major sources of supply for the latter are Japan, Hong Kong and China (Mainland). Domestic production of ready-made garments is currently made up mostly of shirts, and production is placed around \$ 92,000. Imports of cotton outer garments are mostly of dyed and printed sheeting shirting in cheaper and medium price ranges. Domestic production is in the high price ranges.

Imports of cheaper and medium price ranges in the cotton garments are about 15,000 dozens per year, out of which India's share is roughly 10 per cent.

Imports are subject to an import duty of about 75 per cent plus transaction and other taxes of 13 per cent. It is generally observed that import duty, other taxes and local transport charges work out roughly to 100 per cent of the c.i.f. price.

Current import prices from India are given to be \$ 3.20 per dozen c.i.f. The wholesale and retail prices are around \$ 7.20 and \$ 9.20 per dozen respectively.

Ethiopia plans to increase the domestic production of readymade garments by nearly four times the current level over the next five year period. But with higher living standards, demand is likely to rise though a shift towards artificial silk is likely to occur. India stands a good chance of increasing its exports of shirts in cheaper and medium price ranges in cotton. In art silk garments Indian prices appear to be at least 10 to 15 per cent higher than those of Japan and China.

In knitwear and hosiery whose imports are also going up, the major competitor to India is China. Indian exports of knitwear are around \$ 5 per dozen c.i.f.

Import duty is \$ 4 per dozen or 100 per cent ad valorem, whichever is higher, plus transaction and other^{taxes and/}internal transport charges of around 20 per cent of the c.i.f. price. The wholesale and retail prices are in the region of \$ 11 and \$ 12 per dozen respectively. Imports from China, the main competitor to India, are cheaper by at least 10 per cent. Current import demand is roughly around 6,000 dozen per year which is likely to increase to around 10,000 dozen per year by 1974.

The other item of clothing in which India can possibly compete is in flannel underpants, where the major exporter at present is Japan. The Japanese price is \$ 2.70 per dozen c.i.f. The import duty is \$ 3.60 per dozen and other extras work out to 25 per cent. The retail price in the market is about \$ 6.00 per dozen.

Handloom Durries

Ethiopia imports limited quantities of handloom durries, mostly from India. The current c.i.f. price is \$ 9 to \$ 10 per 20 pieces. The extras on c.i.f. price, which include import duty, transaction and other taxes as also internal transport charges in Ethiopia, work out

to around 130 per cent of the c.i.f. price. The trade margin for the importers is in the range of 10 per cent and the margins for wholesalers and retailers, around 10 per cent each. The wholesale prices of handloom curries in the market range between \$ 20 to \$ 36 per 20 pieces depending on quality and type. Demand is likely to continue at the current level.

Filtered cloth for oil extraction

This is another item of import in very limited quantity, of about 3,000 pieces a year. Imports are met mostly from India at a c.i.f. price of \$ 1.92 per piece, of size 28" x 54". Import duty is 60 per cent if imported by a dealer but it is only 10 per cent if imported by an actual user. The transaction and other taxes work out to 13 per cent. The current wholesale price is about \$ 3.20 per piece. Demand is likely to increase to 5,000 pieces a year by 1974.

Tarpaulin with eyelets

Limited import demand also exists for cotton water proof readymade tarpaulin. The current suppliers to the market are Italy, Czechoslovakia, Hungary, Japan and

India. The Indian variety, which ranged from \$ 0.70 to \$ 1.17 per piece depending on the size, is quite competitive and moves fairly well in the market. The import duty is 15 per cent. The transaction and other taxes work out to 13 per cent of the c.i.f. price. The trade margins for importers and wholesalers work out to roughly 10 per cent. Demand is likely to continue at an annual level of \$ 300,000 till 1974.

Art Silk Lining

The consumption of art silk lining in Ethiopia is currently in the region of 200,000 metres per year, met entirely out of imports. India supplies nearly half of the country's demand with Italy and Czechoslovakia being the other major suppliers. The demand is mostly for lining with width 40-41 cm.

Imports are subject to import duty of 60 per cent and transaction and other taxes of 13 per cent. The extras for transport etc., would work out to roughly 7 per cent of the c.i.f. price. The current import price is around \$ 0.26 per metre c.i.f. for India. The Italian and Czechoslovakian varieties come at a little higher price of around \$ 0.28 and \$ 0.30 per metre c.i.f. respectively.

Demand is likely to pick up over the next few years and the import demand is likely to be in the region of 300,000 metres per year by 1974.

Hand Printed Mulls

The demand here is mostly for superfine counts which come in pieces of $2\frac{1}{2}$ yards, used mostly as pieces. The demand is mostly in Dira Dawa and is currently around 500 bales per year, each bale containing about 400 pieces. The price varies with the type of print and design. The charges for the mull work out roughly to \$ 0.16 per yard with printing charges ranging from \$ 0.10 to \$ 0.40 per yard. The retail price for 20 pieces of $2\frac{1}{2}$ yards each is roughly around \$ 20-40 currently.

The demand is likely to go up to around 750 to 800 bales a year over the next five years and India stands a good chance of continuing to supply the entire demand provided the Indian exporters pay enough attention to delivery schedules and packing.

Towels

Another item of limited demand in the market is terry towels where the demand is mostly for sizes 50x100,

20x46 and 30x60. The current Indian prices work out to around \$ 3.12 per dozen c.i.f. The major competitor to India here is China which supplies the market at a c.i.f. price of \$ 3 per piece. Imports of towels into Ethiopia are subject to an import duty of 75 per cent and transaction and other charges of 13 per cent.

Sewing Cotton Thread

Ethiopian imports of sewing thread are currently in the region of 350 tonnes, worth around \$ 900,000. Imports are made mostly from Pakistan, U.K., Italy, France, Czechoslovakia and India. Imports from U.K. are mostly of embroidery thread costing around \$ 0.72 per box of 10 rolls. The import prices of sewing thread for India are given around \$ 0.54 per box of 10 rolls c.i.f. It was observed that the Pakistan variety is lightly cheaper and the quality is also a little better. Current demand is in the region of 6,000 boxes and with expansion of production domestically imports are likely to be curtailed drastically over the next year or two.

Imports of sewing and embroidery thread are subject to a duty of 35 per cent and other taxes of 13 per cent.

Jute Bags

Ethiopian imports of jute bags has been increasing over the years and in 1967 the country imported jute, hemp and flax bags worth \$ 100,000 nearly 45 per cent of which was supplied by India; the other major sources of supply have been Holland, Pakistan and Japan.

The major consumer of jute bags is the Ethiopian Grain Corporation which imports roughly 45,000 bags every two months. The Corporation used to purchase its bags through tenders but currently is making its purchases through direct negotiations with manufacturers in other countries. Production of jute bags and hessian is going to be taken up shortly within the country and the country is expected to produce roughly 12,000 pieces of gunny bags and 3,000 tonnes of hessian bags by 1974. The demand for bags by this period is expected to go up to at least 1½ million and India stands a good chance of supplying this market provided she makes vigorous efforts to cultivate the Grain Corporation.

Imports of jute bags into Ethiopia are subject to a duty of \$ 20 per 100 kg. and other taxes of 13 per cent.

The production of gunny bags and hessian within the country is likely to involve an investment of over \$ 2 million which would have an import component of around \$ 1.5 million worth of equipment and around \$ 2.5 million worth of raw materials. It should be possible for India to export items of machinery required in this connection.

Tea

Ethiopian imports of tea have been declining since 1966 and are currently about \$ 700,000 per year. Domestic production is likely to go up and it is expected that by 1974, imports would be severely curtailed. Imports of tea are now mostly from Ceylon, India's share being only about 1 per cent. Preference appears to be for Ceylonese tea, on considerations of price, colour and flavour.

Tea imports into Ethiopia are subject to a specific duty of \$ 1.20 per kg. net and transaction and other taxes which work out to 13 per cent of c.i.f. price. The trade margin is roughly 10 to 15 per cent for the importers, 2 to 3 per cent for wholesalers and about 10 per cent for retailers.

Tea in bulk from Ceylon are currently made on a c.i.f. price of \$ 0.92 per kg. The wholesale price of Ceylonese tea ranges from \$ 28 to \$ 30 per carton of 25 lbs., depending on quality.

Prior to the introduction of the Prior Deposit Requirement Scheme, Ethiopian importers used to get credit facilities. At present imports are made against C.A.D. An attempt is being made by one of the leading importers to import tea from India. But it is said that Indian exporters should pay special attention to packing. The general packing requirement appears to be in wooden cases of 25 lbs. with hessian lining.

Plans exist for increasing production of tea within Ethiopia and over the next few years imports are likely to disappear.

Bicycles.

In view of the terrain of the country, demand for bicycles in Ethiopia is restricted mostly to the plains only. The current demand which is about 5,000 cycles per year is met entirely out of imports, half

of which comes from Italy and the rest from Japan, U.K., Denmark and a few other countries. Bicycle imports are subject to an import duty of 15 per cent and transaction and other taxes of 13 per cent. The current import price is about \$ 13 c.i.f. per cycle. The landed cost to the importer inclusive of duties, transit charges, etc., works out roughly to \$ 23 per cycle. The retail sale price of cycle in the market is \$ 50 per piece. Demand is likely to go up to 7,500 by 1974.

Bicycle Tyres and Tubes

Ethiopian imports of bicycle tyres and tubes are about \$ 30,000 per year, imported mostly from Italy, Holland, France and Japan. A greater demand exists for size 26 x 1³/₈. The imports are subject to a duty of \$ 0.10 kg. and transaction and other taxes of 13 per cent. The current c.i.f. price for a bicycle tyre of 26 x 1³/₈ is \$ 0.60 and for tube \$ 0.20 per piece. Tyres of size 18 x 1¹/₄ come at a c.i.f. price of \$ 0.42 and that of size of 28 x 1¹/₄ at a price of \$ 0.62 c.i.f. Imports are usually effected against CAD. Import demand by 1974 can be placed around \$ 40,000.

Vehicle Tyres and Tubes

Ethiopia currently imports roughly \$ 5.0 million worth of tyres and tubes to meet domestic demand. The imports are made mostly from Italy, U.K., West Germany, Japan and Israel. The major consumer in the country is the General Ethiopian Transport Share Co., which is the biggest operator in the country. Purchases by this Corporation are made mostly by negotiations with dealers. Extension of suppliers' credit is a major factor that influences these purchases.

Production of vehicle tyres and taken up in the country with Czechoslovakian collaboration and by 1974 the country expects to produce over 40,000 pieces of tyres and 30,000 pieces of tubes to satisfy roughly 40 per cent of domestic demand by that time.

Sewing Machines

Imports of sewing machines into the country are mostly domestic machines estimated around 1,000 a year besides about 100 industrial machines. Imports of domestic machines are made mostly from Japan, China, U.S.S.R. and U.K. while Italy, and Poland are the major suppliers of

industrial machines. Imports are subject to an import duty of 10 per cent and transaction and other taxes of 13 per cent. The average c.i.f. price for a domestic machine imported from U.S.S.R. works out to roughly \$ 30 per machine. It is stated that an Indian machine would cost around \$ 36 to \$ 38 per machine c.i.f. The local demand is likely to pick up over the next few years to reach a level of over 5,000 domestic machines and 200 industrial machine by 1974.

Typewriters

Another item of limited import demand in the country is that of typewriters, now imported mostly from Italy and West Germany. The current level of imports is about 1,500 a year which is likely to double over the next five years. The average import price is \$ 120 per standard typewriter, c.i.f. Imports are subject to an import duty of 30 per cent and transaction and other charges of 13 per cent.

Baking Yeast

The domestic consumption of yeast in Ethiopia is 300 tonnes per year, met entirely out of imports.

The major suppliers are Holland, U.K. and France. An import duty of 30 per cent is levied on such imports beside transaction and other taxes of 13 per cent. It is stated that the cost to the importer, inclusive of duties, taxes and local transport charges, works out to roughly 60 per cent above the c.i.f. price. The normal packings that are sold in the market are tins of $\frac{1}{4}$ lb., $\frac{1}{2}$ lb 1 lb. The wholesale prices currently are \$ 20 per tin of 40 lbs., \$ 18 per carton of 48 tins of $\frac{1}{2}$ lb., \$ 17 per carton of 24 tins 1 lb. and \$ 7.60 per carton of 36 tins of $\frac{1}{4}$ lb.

Importers normally get credit facilities from the major suppliers for a period of 120 days.

Import demand is likely to go up to 500 tonnes a year by 1974.

Carbon Paper

Imports of carbon paper into Ethiopia are subject to a duty of 20 per cent and other taxes, 13 per cent. The current level of imports is \$ 140,000 which meets the entire domestic demand. Imports are mostly from West Germany, U.K., Belgium, Austria, Japan and U.S.A.

India's share in the market is only 2 per cent of the total imports. It is stated that the Indian quality is slightly inferior compared to the other imported products and that that is one of the reasons why Indian exports are small. Also the packing is not quite satisfactory.

The imported price currently for good quality paper is about \$ 0.75 per packet of 50 sheets. Importers, usually, get a rebate of $33\frac{1}{3}$ per cent on their orders. Import demand is likely to reach \$ 350,000 a year by 1974 and India should be able to get at least a quarter of this.

Hydrogenated Oil

At present imports are about 200 tonnes per year, adequate to meet the entire demand. The important sources of supply are West Germany, Sweden, Switzerland and Australia. Imports are subject to a duty of 30 per cent and other taxes of 13 per cent.

The current import price is \$ 290 per tonne c.i.f. and the wholesale price works out to roughly 65 per cent above the c.i.f. price. The wholesale prices at present are average \$ 37 for a carton of 8 tins of 9 lb., \$ 29 for carton of 24 tins of 36 oz., and \$ 24 for carton of 36 tins of 18 oz.

Import demand by 1974 is likely to rise to 400 tonnes a year.

Flashlights

The current demand in the country, met entirely out of imports, is roughly 25,000 pieces a year which is likely to go up to 40,000 pieces per year over the next five years. The present c.i.f. price is \$ 0.55 per piece and the wholesale price is \$ 1 per piece. The duties on flashlights are 35 per cent import duty and 13 per cent transaction and other taxes. Hong Kong is a major suppliers.

Overall Prospects

In the above sections an analysis has been made of the level of domestic demand, the extent of indigenous production, the competition to be faced by India, the trade margins and other relevant aspects. An attempt has also been made to project Ethiopia's total import requirements of selected items by 1974 (Table 38). These estimates have been worked out on the basis of assumptions of growth rates of population and income and development programmes as envisaged currently by the country's planners but are only indications of the likely magnitudes. The actual

growth depends on a number of imponderables. An attempt to foresee the likely share of the market India could aim at (with an aggressive sales effort and offer of competitive prices, good quality, attractive terms of sale and prompt delivery) has also been made.

Statement II presents details of customs duty, transaction tax and municipality tax on items that have been selected for study.

Items of Export Interest to Ethiopia

Ethiopia is very keen to increase its exports. At present, hides and skins is the only commodity which could be imported by India. India is already importing this item and could increase its import. Provided the quality is improved. India could also take interest in importing potash and sulphur, when produced.

Chapter 7

JOINT VENTURES AND SERVICE CONTRACTS

India has already been participating in Ethiopia's industrial development - in textiles and soap manufacture.

The Indo-Ethiopian venture in cotton textiles, established in collaboration with M/s Birla Bros., is currently producing around 100,000 yds. per day mostly of coarse and medium cloth and has nearly saturated the market. The firm is doing very well and has recently taken over another textile mill also in Ethiopia. Plans exist for expansion of production to cover new lines and also for taking over manufacture of jute products and cotton cultivation in Ethiopia.

The other joint venture in textiles is that of M/s Duncan Bros. in the production of woollen taxtiles. This firm is currently reported to be in difficulties and the unit has virtually gone out of production. The problems seem to be both technical and marketing - the major one being that the production programme was designed without a proper study of the market with the result unsold stocks have piled up. Technically also the

firm seems to be having problems in regard to dyeing. The tardy performance of this venture has not helped to advance India's interest in such joint ventures.

The third Indo-Ethiopian collaborating project is the manufacture of soap, ~~taken up~~ by the Bombay Soap Factory with Ethiopian collaboration. With a capital of around E\$ 1 million, half of which is by the Indian partner in machinery and equipment, this unit has gone into production early this year. The project was delayed mostly due to delays at construction stage caused by problems of getting ~~the~~ requisite structurals, roof sheeting, boilers etc. from India. The plant, manufacturing common soap, is expected to reach its full capacity, of 7,000 tonnes per year, in about 6 to 8 months time. The firm has plans to go into production of toilet soap and synthetic detergents shortly.

Ethiopia is very keen in developing both its agriculture and industry and the Third Five Year Plan is expected to provide for various measures for development in both the fields. Good scope exists for joint ventures both in the agricultural and industrial development of Ethiopia.

The investment climate can generally be considered favourable. The Government welcomes foreign investments and has tried to attract foreign capital through various incentive measures which include reliefs on import duties, tax holidays, etc. A comprehensive law has been enacted recently to stimulate and encourage private investment in the industrial fields. The incentives offered to foreign capital include:

- (i) exemption from income tax, for a period of five years from the date of commencement, for newly established enterprises with investment of not less than E\$ 200,000;
- (ii) income tax relief for expansion of existing units with an investment of not less than E\$ 200,000 for a period of 3 years, provided the expanded unit operates as a separate technical unit;
- (iii) reliefs on import duty on imports of agricultural and industrial machinery, implements, appliances or parts solely for the use of agricultural or industrial enterprises, provided such products are not produced domestically;
- (iv) exemption from payment of import duty on imports of structurals and other building materials imported for direct and exclusive use in housing the industrial enterprises;
- (v) exemption from export and transaction taxes for a reasonable period of time of manufacture of finished goods for export purposes;

- (vi) facilities for remittance of profits by foreign investors, repatriation of profits, payment of interest and repayment of foreign loans and remittances of savings of foreign personnel employed subject to provisions of the Investment Decree and the regulation of foreign exchange;
- (vii) permission for foreign investors in Ethiopia to acquire land for establishing industrial units;
- (viii) exemption from tax in respect of lubricants, furnace oil and diesel oil used for power generating stationary engines; and
- (ix) exemption from sales tax for salt destined for export and industrial purposes.

A major problem that is likely to be faced by intending investors is that of finance. Ethiopia has the lowest money supply per capita and the capital market is quite inactive; in fact, there is no capital market in operation.

Commercial banking activity is largely concentrated in the Commercial Bank of Ethiopia, a State-owned institution. Three other private banks also operate in the country. The commercial banks generally extend short term loans to industry. But bank finance is **fairly** tight and the limited bank credit that is available is offered at 8 to 9 per cent per annum. Hence intending investors would be well advised to arrange for their own sources of finance besides providing machinery, equipment, etc.

The other aspect to which attention needs be paid by a foreign investor is in regard to the development of infra-structure facilities. To some extent, here, assistance is sought to be provided by the Government through its institutions.

Several agencies have been set up by the Ethiopian Government to assist and encourage foreign investment in the country. The Technical Agency of the Ministry of Planning helps foreign investors by identifying worthwhile projects in various fields and preparing feasibility studies. The Agency has on its staff consultants from several parts of the world and offers technical and other necessary advice to intending investors. The Agency has so far commissioned and prepared around 20 reports covering a board range of projects.

An Investment Committee has been set up, composed of the Ministers of Agriculture, Commerce & Industry, Finance, the Governor of the National Bank of Ethiopia and the Secretary of the Planning Board, to review all project proposals and make necessary decisions in regard to the determination of measures to be taken to afford

facilities for the various industrial enterprises. The Addis Ababa Chamber of Commerce also helps industrialists in identifying local partners.

Two other institutions have also been set up to assist the intending investors in Ethiopia. The Ethiopian Investment Corporation S.C. assists in industrial development by way of equity participation and medium and long term loans, if necessary. The Corporation offers financial advice as also administrative assistance to potential investors. The Corporation seeks access to foreign funds and helps under-write public issues although as far as possible it tries to avoid under-writing. The Corporation tries to develop an organised capital market in the country and builds up its own sources of funds. Currently, it depends on Government budgetary allocations for its finance.

The Development Bank of Ethiopia is another institution that has been set up to help the private sector by financing the capital requirements in agriculture, and agro-based industries, of medium and small scale. The Bank has credit lines with the IBRD, the DLF, West Germany, USAID, Italy, France and Yugoslavia.

The Bank has provided loans to several key industries in the country including textiles, iron and steel, shoe manufacture, flour milling, etc., and in the agricultural sector for coffee farms and plantations, cultivation of banana, etc.

It has now been decided by the Ethiopian Government that the Development Bank of Ethiopia will be concerned mainly with agriculture and agro-based industries while the Ethiopian Investment Corporation will deal with industrial development. The Development Bank of Ethiopia has also a mobile branch to render services and assistance to all parts of the country and has so far served in Gondar, Bahr Dar Dessie and Makale. Short term seasonal loans and advances are provided by a subsidiary of the Development Bank.

Besides providing finance, the Development Bank advises and assists potential investors at various stages of planning and execution of their projects. The projects that qualify for assistance from Development Bank should belong 'to that sector of the national economy which has priority in the country's long term development plan, ...and economically and technically sound.' This would

mean that the projects to be financed should add to investments in Ethiopia, provide greater employment opportunities, and increase or conserve foreign exchange by import substitution. The Bank does not lend money 'just for repaying other creditors, for pure export-import business, for promoting housing construction and for the purpose of exclusively raising working capital'.

The Bank also helps in finding Ethiopian partners for joint ventures but the investors have to meet a substantial part of the total investment cost themselves before the Bank could be asked to assist. The proportion, however, varies from project to project and no fixed minimum exists.

The Bank also helps potential investors in feasibility studies and in evaluating investment opportunities.

The loans given by the Bank are normally for a period ranging from 5 to 10 years although in select cases the Bank may extend the period. The rates of interest charged by the Bank are usually 7 per cent per annum for

agriculture and 8 per cent for industries, transportation, etc.; in addition to this a commitment charge of $1\frac{1}{2}$ per cent per annum on the undrawn portion of the loan is also charged by the Bank. Generally, the loans are required to be secured by a first mortgage on property.

The Heads of the Loan and Investment Promotion departments of the Development Bank of Ethiopia would acquaint intending investors with the necessary formalities for getting assistance from the Bank; the applicant would be required to supply full information on the project to be financed, cost of the project, means of financing the project, profitability, management, etc.

The Development Bank has credit lines with international sources of capital. The present lines of credit for the Bank are:

1.	France	- Banque Francaise du Commerce Exterieur	E\$ 7,500,000
2.	Belgium	- Banque De Brusselles Societe Anonyme	E\$ 5,000,000
3.	Yugoslavia	- Yugosinex	E\$ 3,750,000

The credits are for imports of all kinds of machinery and equipment from the respective countries on easy payment terms; to a limited extent imports from other countries may also be allowed. The French and Belgium credits have not been utilised so far. The Yugoslavian credit, which is for purchase of agricultural equipment from local sources, has not been of much assistance as local stocks are usually not available.

The Development Bank has recently negotiated loans with a few other countries. These are yet to be finalised.

1. Italian credit	E\$ 12,500,000
2. Israeli credit	E\$ 5,000,000
3. West Germany credit	E\$ 6,250,000

The West German credit would provide for purchase of specified equipment from any country, except the Communist Bloc.

Prospects appear bright for Indian collaboration in Ethiopia's agricultural development especially in mechanised cultivation of cotton and oilseeds. As already observed, Birla Bros. are currently planning

to go into cotton cultivation. The Ethiopian Third Plan expects to increase production of cotton by around 150 per cent over the next five years. Commercialised agriculture is to be encouraged in selected areas. The Awash Valley, especially in the middle part and lower plains, is said to possess fertile soils that could be cultivated.

Cultivation of barley and production of malt for supply to local breweries is another area that is actively being explored by an Indian businessman. Ethiopia currently imports around 2,000 tonnes of malt mostly from Czechoslovakia, Denmark, Belgium and Bulgaria. The Plan envisages an increase in production of beer in the country from the present level of 200,000 hectoliters to 280,000 hectolitres, over the next five years.

The other area of development in which Ethiopia is very keen, and one that may be of interest to India, is in mining, especially of potash and sulphur. Ethiopia is estimated to have potash reserves, in the Dallol area, of 173 million tonnes, 80 per cent of which is mineable. Concessions were granted for mining potash a few years back

to Ralph Parsons of U.S.A. But the concessions have since been returned unutilised. In 1968 another U.S. firm Kaiser Aluminium and Chemical Corporation has been given the prospecting rights in a limited stretch. The company has plans to achieve a production of 1 million tonnes in three years' time.

A major handicap in mining development is the lack of proper infra-structure facilities on which the investors have to spend a lot. Currently, the Ethiopian Government is trying to arrange for loans from international sources for this purpose. It is tentatively estimated that India would gain to the tune of around \$ 13 per tonne through freight and other advantages by getting potash from Ethiopia rather than from its traditional sources. In view of the Indian demand for potash, and the virtual dependence of India on imports, it should be definitely advantageous for the Government to enter this field.

In sulphur mining, the concessions are still open. It is understood that Israel is trying to enter this field.

The UNDP is currently doing a geodetic survey in Ethiopia extending over an area of 100 sq. km. and is

expected to come out with its report in 1970, when an idea of the extent of deposits of the various minerals could be had. It is, however, possible that the country has vast resources of copper and nickel. It is understood that in copper, mining of around 60,000 tonnes per annum is viable.

The Ministry of Mines is the proper authority to be contacted in regard to these prospects. Possibilities also exist for India to extend the services of trained man-power like geologists, etc., to Ethiopia to assist in the geological surveys undertaken by the Ministry of Mines from time to time.

Among industries that have good potential are meat processing and tanning at small and cottage industry level. Assistance in marketing livestock products is another area that could be pursued. The Meat and Livestock Board of Ethiopia would provide further particulars in this regard.

Among the other industrial possibilities may be mentioned a solvent extraction plant with a raw material

feeding capacity of 50 tonnes per day, steel fabrication and canning of fish and dairy products.

An aspect of Ethiopian development that needs mention here is the country's interest in having sub-regional cooperation within Africa. This would widen the markets for Ethiopian goods, as also the sources of purchase for its imports. And, with mutual concessions afforded by the various African countries, trade with Ethiopia by countries outside the region, like India, is likely to be affected. The extent of this effect on trade is rather difficult to know at this stage. But it has to be recognised that a feeling for sub-regional trade does exist and its effect is bound to be felt by India in the long run. Hence from the long term point of view collaboration in industrial and other ventures should prove to be of greater advantage as far India is concerned than pure commerce. And commerce could also benefit with the interest shown by India in Ethiopian development and in the regional cooperation; for India could then use the goodwill thus built to get concessions from the countries participating in such sub-regional cooperation and the African common market.

Regional cooperation would result in widening the demand for Ethiopian produce. The Economic Commission for Africa has been engaged in studying the possibilities of such cooperation and the possible location of industries in various countries of the region. From this regional point of view the possibility of setting up or expanding a few industries in Ethiopia needs to be explored. These would include production of textiles, production of caustic soda and insecticides, a rayon viscose factory, manufacture of potash fertilizers, vegetable oils, hand tools, steel structurals, bicycle assembly and domestic electrical appliances.

No company can be registered in Ethiopia unless it has Ethiopian participation. The registration has to be made with the Ministry of Commerce and a licence has to be obtained from the local authority for operating the establishment. Corporate tax in Ethiopia is roughly 30 per cent, with a maximum of 40 per cent or so. The Addis Ababa Chamber of Commerce will provide the necessary details in regard to the forms of business organisation, the regulations, taxation, etc.

TABLES & APPENDICES

Table 1ETHIOPIA : MID-YEAR POPULATION ESTIMATES,
1961-67

(Million)

<u>Year</u>	<u>Population</u>
1961	21.1
1962	21.5
1963	21.9
1964	22.3
1965	22.6
1966	23.1
1967	23.6

SOURCE: Central Statistical Office,
Addis Ababa

Table 2

GROSS DOMESTIC PRODUCT BY INDUSTRIAL ORIGIN
AT CURRENT FACTOR COST

(Million US \$)

Branches of Activities	1961	1962	1963
Agriculture, forestry, hunting and fishing.	649.3	652.8	676.3
Agriculture	616.3	619.2	641.3
Forestry	31.2	32.0	33.2
Hunting	0.5	0.6	0.8
Fishing	1.1	0.9	0.8
Mining & quarrying	1.3	1.4	1.6
Manufacturing	17.6	22.3	24.7
Handicraft & small-scale industries.	39.6	40.8	41.6
Building & construction	24.3	27.1	28.2
Electricity	2.6	2.9	4.1
Wholesale & retail trade	56.2	60.5	65.5
Banking, insurance & real estate	8.1	8.9	10.0
Transport, storage & communi- cations.	28.4	30.7	33.0
Public administration & defence	39.8	43.9	46.8
Ownership of dwellings	40.2	41.4	42.8
Educational services	9.6	10.4	11.5
Medical & other health services	5.6	5.9	6.7
Domestic services	19.8	20.1	20.5
Other services	10.9	12.1	13.3
Total GDP at Current Factor Cost.	954.0	982.0	1027.3

(Contd....)

Table 2 (Contd..)

Branches of Activities	1964	1965	1966
Agriculture, forestry, hunting and fishing	765.1	873.4	897.1
Agriculture	729.4	837.1	859.5
Forestry	34.1	34.4	35.2
Hunting	0.4	0.5	0.6
Fishing	1.0	1.3	1.6
Mining & quarrying	2.1	3.7	4.6
Manufacturing	30.6	38.0	43.5
Handicraft & small-scale industries	47.9	50.8	53.6
Building & construction	30.8	34.0	42.0
Electricity	5.1	5.3	5.6
Wholesale & retail trade	82.2	92.7	102.1
Banking, insurance & real estate	11.3	13.5	15.8
Transport, storage & communications	38.9	44.8	48.4
Public administration & defence	50.6	65.3	69.2
Ownership of dwellings	44.3	45.8	49.7
Educational services	15.6	17.9	20.0
Medical & other health services	7.7	8.4	8.9
Domestic services	21.4	21.5	23.2
Other services	16.1	19.3	23.1
Total GDP at Current Factor Cost	1170.1	1335.2	1407.6

Source: Estimates of National Accounts of Ethiopia
1961-1966, Central Statistical Office, Addis Ababa.

Table 3

GROSS DOMESTIC PRODUCT BY INDUSTRIAL ORIGIN
AT CONSTANT FACTOR COST OF 1961

(Million US \$)

Branch of Economic Activity	1961	1962	1963
Agriculture, Forestry, Hunting, Fishing.	649.3	665.9	678.1
Agriculture	616.3	632.3	643.1
Forestry	31.2	32.0	33.2
Fishing	1.1	0.9	0.8
Hunting	0.5	0.6	0.8
Mining & quarrying	1.3	1.4	1.6
Manufacturing	17.6	20.4	22.7
Handicraft & small-scale industries.	39.6	40.8	41.6
Building and construction	24.3	27.1	28.2
Electricity	2.6	3.3	3.9
Wholesale & retail trade	56.2	63.8	66.2
Banking, insurance & real estate	8.1	8.7	9.4
Transport, storage & communi- cations.	28.4	31.3	33.7
Public administration & defence	39.8	43.4	45.5
Ownership of dwellings	40.2	41.4	42.8
Educational services	9.6	15.6	12.1
Medical & other health services	5.6	6.0	7.0
Domestic service	19.8	20.1	20.5
Other services	10.9	11.8	12.5
Total G.D.P. at Constant Factor Cost of 1961	954.0	996.8	1026.4

(Contd....)

Table 3 (Contd....)

Branch of Economic Activity	1964	1965	1966
Agriculture, Forestry, Hunting, Fishing	691.1	718.1	724.2
Agriculture	655.4	681.8	686.6
Forestry	34.1	34.4	35.2
Fishing	1.0	1.3	1.6
Hunting	0.4	0.5	0.6
Mining & quarrying	1.8	3.0	3.6
Manufacturing	27.4	32.1	37.2
Handicraft & small-scale industries.	47.9	50.8	53.6
Building and construction	30.8	34.0	42.0
Electricity	4.8	5.8	6.4
Wholesale & retail trade	74.8	83.7	89.7
Banking, insurance & real estate	9.7	11.0	12.5
Transport, storage & communi- cations.	39.2	45.4	48.8
Public administration & defence	47.1	59.1	61.8
Ownership of dwellings	44.3	45.8	49.7
Educational services.	13.4	15.2	16.3
Medical & other health services.	7.7	8.5	9.8
Domestic service.	21.4	21.5	23.2
Other services.	13.8	15.6	18.2
Total G.D.P. at Constant Factor Cost of 1961.	1075.8	1150.2	1197.7

Source: Estimates of National Accounts of Ethiopia
1961-1966, Central Statistical Office,
Addis Ababa.

Table 4

GROSS FIXED CAPITAL FORMATION BY INDUSTRIAL
USE & TYPE OF ASSETS

(Million US \$)

	Land, Building and Works					
	1961	1962	1963	1964	1965	1966
Agriculture, forestry hunting, fishing.	1.6	1.6	3.3	3.0	2.5	4.5
Mining and quarry- ing.	2.4	2.4	3.0	3.7	8.6	6.2
Manufacturing	2.7	3.8	5.1	7.8	10.8	12.0
Building & Construc- tion.	-	-	0.04	-	0.2	0.1
Electricity	1.4	1.4	1.7	2.6	5.1	9.5
Transport, storage, communications distribution.	11.3	13.2	15.2	9.6	10.1	14.4
Ownership of dwellings.	28.9	31.7	16.6	33.0	30.2	28.8
Public administra- tion and defence.	2.3	0.5	4.3	3.0	2.8	5.0
Educational ser- vices.	-	0.2	2.6	1.3	0.5	1.2
Medical & other health services.	-	0.1	1.1	1.2	1.8	1.2
Other service industries	0.4	0.4	1.0	0.6	0.3	2.3
Total monetary investment	51.3	55.7	54.3	66.2	73.4	85.6
Investment in kind	36.5	37.4	38.3	37.3	38.3	38.5
Gross domestic fix- ed capital for- mation.	87.8	93.2	92.7	103.5	111.8	124.2

(Contd...)

Table 4 (Contd..)

	Machinery & Equipment					
	1961	1962	1963	1964	1965	1966
Agriculture, forestry, hunting, fishing.	2.1	2.5	2.8	3.4	4.1	4.9
Mining and quarrying.	1.6	1.6	1.6	1.8	2.0	1.5
Manufacturing	8.8	8.9	8.6	9.0	10.8	11.2
Building & construction.	-	-	-	-	-	-
Electricity	2.7	2.8	2.8	3.0	4.6	5.1
Transport, storages, communications distribution.	10.8	12.0	13.4	16.5	22.0	28.5
Ownership of dwellings.	-	-	-	-	-	-
Public administration and defence.	-	-	-	-	-	-
Educational services.	-	-	-	-	-	-
Medical & other health services.	-	-	-	-	-	-
Other service industries.	4.0	4.6	4.9	6.3	7.1	6.1
Total monetary investment.	30.3	32.5	34.4	40.2	50.9	57.6
Investment in kind	-	-	-	-	-	-
Gross domestic fixed capital formation.	30.3	32.5	34.4	40.2	50.9	57.6

(Contd....)

Table 4 (Contd....)

	Total					
	1961	1962	1963	1964	1965	1966
Agriculture, forestry, hunting, fishing	3.8	4.1	6.2	6.4	6.7	9.4
Mining and quarrying.	4.0	4.1	4.8	5.5	10.6	7.7
Manufacturing	11.6	12.7	14.2	16.8	21.7	23.2
Building & construction.	-	-	0.04	-	0.2	0.1
Electricity	4.2	4.3	4.6	5.7	9.8	14.7
Transport, storages, communications distribution.	22.1	25.3	29.4	26.1	32.2	43.0
Ownership of dwellings.	28.9	31.7	16.5	33.0	30.2	28.8
Public administration and defence	2.3	0.5	4.3	3.0	2.8	5.0
Educational services	-	0.2	2.6	1.3	0.5	1.2
Medical & other health services.	-	0.1	1.1	1.2	1.8	1.2
Other service industries.	4.5	4.9	6.3	7.0	7.4	8.5
Total monetary investment.	81.6	88.3	88.7	106.5	124.3	143.3
Investment in kind	36.5	37.4	38.3	37.3	38.3	38.5
Gross domestic fixed capital formation.	118.1	125.7	127.1	143.8	162.7	181.8

Source: Estimates of National Accounts of Ethiopia, 1961-66, Central Statistical Office, Addis Ababa.

Table 5CENTRAL GOVERNMENT REVENUE AND EXPENDI-
TURE, CURRENT ACCOUNT

(Million U.S. \$)

	1961	1962	1963	1964	1965	1966
1. Income from property and entrepreneurship.	9.5	8.0	10.3	11.5	8.8	9.9
2. Less interest on public debt.	1.0	1.0	1.9	1.8	2.5	2.8
3. Indirect taxes	46.2	51.7	56.0	71.1	82.5	90.2
4. Direct taxes:	16.5	18.7	18.5	23.9	24.9	26.7
a) Direct taxes	16.5	18.7	18.5	22.9	23.7	25.4
b) Contribution to pension fund.	-	-	-	1.0	1.2	1.3
5. Current transfers	1.6	1.7	1.5	2.4	2.6	3.3
6. Current transfers from the rest of the world.	-	-	18.5	21.4	33.6	40.4
I. CURRENT REVENUE	72.8	79.2	103.0	129.1	150.1	168.0
7. Consumption expenditure	66.6	71.3	91.1	109.7	130.5	146.7
a) Civil	49.4	51.3	58.1	75.6	91.9	100.0
i) General administration	38.0	40.2	45.3	55.2	68.8	73.3
ii) Education and research.	7.7	7.4	8.8	11.9	13.6	16.7
iii) Health services.	3.6	3.6	3.9	8.4	9.5	9.9

(Contd....)

Table 5 (Contd..)

	1961	1962	1963	1964	1965	1966
13. Saving (current surplus I - II)	4.5	5.7	9.7	15.8	15.0	17.0

(Contd....)

- * Comprises non-Central Govt. expenditure without corresponding revenue data and which later (1961-66) considered as part of Central Govt. account. This is done in order to have a comparable expenditure data for the whole series.

Source: Estimates of National Accounts of Ethiopia, 1961-66, Central Statistical Office, Addis-Ababa.

Table 5 (Contd.,..)

	1961	1962	1963	1964	1965	1966
b) Defence	17.1	19.9	33.0	34.1	38.6	47.1
8. Subsidies	0.08	-	-	-	-	-
9. Current transfers to households & private non- profit institutions	1.5	1.9	1.9	2.5	3.3	2.5
a) Education and research	0.7	0.8	1.0	0.7	0.7	0.8
b) Health	0.3	0.3	0.3	0.4	0.4	0.4
c) Pension expendi- ture.	0.4	0.7	0.5	1.4	2.1	1.2
10. Current transfers to the rest of the world.	-	-	-	1.0	1.2	1.2
11. Current transfers to non-central general govt. agencies.	-	0.2	0.2	-	-	-
II. CURRENT EX- PENDITURE	68.3	73.4	93.3	113.3	135.1	150.9
12. Other expenditure*	6.4	6.6	7.1	-	-	-
III. TOTAL CURRENT EXPENDITURE (11+12)	74.7	80.0	100.4	113.3	135.1	150.9

(Contd....)

Table 5 (Contd....)

	1961	1962	1963	1964	1965	1966
a) Investment Bank of Ethiopia.	-	-	-	1.5	0.9	0.7
b) Development Bank of Ethiopia.	-	-	-	0.2	0.4	0.4
c) African Development Bank.	-	-	-	-	-	1.4
14. Other extraordinary expenditure.	-	0.2	-	-	-	0.3
TOTAL CAPITAL EXPENDITURE	15.5	27.4	43.1	29.3	23.6	35.0

Source: Estimates of National Accounts of Ethiopia, 1961-66, Central Statistical Office, Addis Ababa.

Table 5 (Contd....)

	1961	1962	1963	1964	1965	1966
10. Capital transfer to or investment in public corporations.	6.6	7.6	12.1	14.0	9.5	23.7
a) Road & other transport.	2.9	2.0	7.5	7.7	6.9	10.3
b) Manufacturing industry.	2.8	1.1	4.5	6.1	2.6	9.9
c) Other (unspecified)	0.8	4.4	-	0.2	-	3.4
11. Direct capital expenditure by	8.1	16.8	14.4	8.9	6.9	6.6
a) Agriculture	2.4	1.3	0.9	1.5	1.2	1.5
b) Mining	-	0.4	0.4	0.5	0.6	0.2
c) Transport & communications	3.8	12.9	10.1	3.7	1.6	0.5
d) Education, health, community development.	0.04	0.2	1.9	1.6	1.7	1.8
e) Other	0.1	0.6	1.2	1.4	2.0	1.8
f) Public buildings	1.6	1.1	1.8	1.2	1.0	0.9
12. Loans to public corporations.	-	-	11.3	-	-	-
13. Subscription to capital of financial institutions.	-	8	-	1.8	1.3	2.8

(Contd....)

Table 5 (Contd...)

(Million US \$)

	1961	1962	1963	1964	1965	1966
<u>Receipts:</u>						
1. Saving (current surplus)	4.5	5.7	9.7	15.8	15.0	17.0
2. External borrowing	6.9	14.8	26.0	10.6	4.3	15.4
3. Capital transfer from rest of the world.	2.8	2.0	0.2	0.2	1.7	1.6
4. Internal borrowing, etc.	0.2	0.1	1.3	3.0	0.8	0.04
a) Realisation of State assets.	0.04	-	0.2	-	-	0.04
b) Issue of coins.	0.2	0.1	0.7	0.2	-	-
c) Sale of Government bonds.	-	-	0.4	2.8	0.8	-
5. Other extraordinary revenue (unspecified)	-	4.3	-	-	-	-
6. Treasury bills	0.4	0.9	0.5	2.7	1.1	1.7
7. Net change in cash balances.	-1.0	-2.6	3.5	2.1	3.2	1.8
8. Balancing item	1.4	1.8	1.7	-5.1	-2.6	-2.6
TOTAL RECEIPTS	15.5	27.4	43.1	29.3	23.6	35.0

Expenditure:

2. Repayment of principal of public debt.	0.8	2.6	3.0	3.4	4.3	1.7
---	-----	-----	-----	-----	-----	-----

(Contd...)

ETHIOPIA : ELECTRICITY TARIFF, 1968**GENERAL TARIFF**

First	100 kWh per month	Eth. cents	15 per kWh
Exceeding	100 kWh per month	Eth. cents	10 per kWh
Service charge, single phase		Eth. doll	1 per month
three phase		Eth. doll	5 per month

COMMERCIAL AND INDUSTRIAL TARIFF

First	1000 kWh per month	Eth. cents	10 per kWh
Exceeding	1000 kWh per month	Eth. cents	5 per kWh
Reactive consumption, below cost		Eth. cents	1 per KVARh
$\phi = 0.89$			
Maximum demand charge, per month		Eth. doll.	5 per kW
Service charge, three phase		Eth. doll	5 per month

Rebate on Total Charges:

Exceeding	100,000 kWh per month :	5 per cent
"	400,000 kWh per month:	10 per cent
"	700,000 kWh per month:	15 per cent
"	1,000,000 kWh per month:	20 per cent

(Contd....)

Table 6 (Contd....)

3. OFF-PEAK TARIFF

All consumption	Eth. cents	5 per kWh
Reactive Consumption, below	Eth. cents	1 per kWh
cost = 0.89	Eth. doll.	5 per month
Service charge, three phase		

Rebate on Total Charges:

Exceeding 100,000 kWh per month :	10 per cent
" 400,000 kWh per month :	20 per cent
" 700,000 kWh per month :	30 per cent
" 1,000,000 kWh per month :	40 per cent

Ø The supply on this tariff is subject to special negotiations and to conditions discontinuance of supply for certain periods.

SOURCE: Ethiopian Electric Light & Power Authority.

Table 7EXPORTS, IMPORTS AND TRADE BALANCE

Year	Exports f.o.b. (Million U.S.\$)	Imports c.i.f. (Million U.S.\$)	Trade balance (Million U.S.\$)	Import coverage by Exports (Per cent)
1	2	3	4	5
1960	73	84	-11	87
1961	76	90	-14	83
1962	80	104	-24	77
1963	90	111	-21	81
1964	105	124	-19	85
1965	116	151	-35	77
1966	111	162	-51	68
1967	101	143	-42	71
1968 (Jan. -Aug.)	82	113	-31	73

SOURCE: (1) Statistical Abstract, 1968

(2) Monthly External Trade Statistics,
August 1968.

Table 8BALANCE OF PAYMENTS

	(Million U.S.\$)			
	1961	1962	1963	1964
Goods and Services	-14.0	-25.0	-26.3	-18.0
Trade Balance of f.o.b.	0.2	-5.5	-7.4	-3.5
Transportation & Mdse.				
Insur.	-9.7	-12.9	-12.5	-8.4
Investment income	-7.4	-3.9	-5.5	-6.1
Other	2.8	-2.6	-0.8	0.1
Transfers: Private	-2.9	-3.0	-2.0	-1.0
Central Government	9.1	13.5	6.9	7.8
Capital n.i.e., private	7.4	3.7	10.8	19.8
Central Government	7.4	23.9	14.2	0.2
Commercial Banks: Assets	-0.4	-1.0	1.6	-0.6
Liabilities	0.04	1.0	-2.2	0.7
Monetary Authorities	-1.2	-9.2	-0.8	-10.7
Monetary gold	0.5	0.4	0.5	-0.2
IMF Accounts	-0.4	-0.4	-0.4	-
Other Assets	-1.1	-9.0	-0.9	-10.7
Other Liabilities	-0.1	-0.2	0.04	0.2
Net Errors and Omissions	-5.5	-3.8	-2.2	1.8

(Contd....)

Table 8 (Contd....)

	(Million U.S.\$)		
	1965	1966	1967
Goods and Services	-30.3	-44.6	-38.4
Trade Balance f.o.b.	-15.7	-30.2	-23.1
Transportation & Mdse.			
Insur.	-11.8	-12.1	- 7.0
Investment income	- 3.8	- 5.1	- 6.9
Other	1.1	2.6	- 1.3
Transfers: Private	0.6	0.1	- 4.0
Central Government	12.5	11.8	10.3
Capital n.i.e., Private	16.1	14.0	12.8
Central Government	10.9	14.7	4.0
Commercial Banks: Assets	0.1	2.8	4.1
Liabilities	2.5	1.6	-0.8
Monetary Authorities	-16.3	- 1.2	14.3
Monetary gold	- 0.5	-0.6	- 0.6
IMF Accounts	-	-1.0	-
Other Assets	-15.6	0.2	14.7
Other Liabilities	-0.1	0.1	0.3
Net Errors and Omissions	3.7	0.8	- 2.3
Y			

SOURCE: International Financial Statistics.

Table 9

EXTERNAL DEBT AS ON JUNE 30, 1968 BY DOMICILE
OF LENDER

---('000 U.S.\$)

SOURCE	Loan/ credit amount	Disbur- sed upto 30.6.68	Balance 'undisbur- 'sed on 30.6.68	'Outstan- 'ding in- 'debted- 'ness on 30.6.68
<u>MULTILATERAL</u>				
I.B.R.D.	70,639	51,097	19,541	38,650
I.D.A.	28,578	13,747	14,831	13,747
I.F.C.	7,064	3,556	3,508	3,447
	106,280	68,400	37,880	55,844
<u>BILATERAL</u>				
United States	123,861	80,781	43,180	57,505
United Kingdom	6,065	1,235	4,830	791
Federal Republic of Germany	17,864	5,984	11,880	3,759
Soviet Union	100,625	15,786	84,839	14,426
Czechoslovakia	11,685	1,959	9,726	784
Yugoslavia	14,396	11,062	3,335	6,938
Belgium	2,901	889	2,013	549
France	6,992	832	6,161	370
India	72	72	-	14
Israel	518	518	-	131
Italy	11,668	2,830	8,838	2,761
Japan	2,429	2,429	-	1,474

(Contd...)

Table 9 (Contd..)

Source	Loan/ credit amount	Disbursed upto 30.6.68	Balance undis- bursed 30.6.68	Outstand- ing in debtedness on 30.6.68
Netherlands	10,963	10,963	-	8,221
Spain	69	69	-	45
Sweden	6,729	893	5,836	522
	316,838	136,202	180,636	98,291
Total	423,118	204,602	218,516	154,136

SOURCE: Ministry of Finance, Imperial Ethiopian Government.

Table 10

EXTERNAL DEBT ON JUNE 30, 1968 BY SECTOR
OF INVESTMENT

('000 US \$)

Sector	'Loan/ 'credit 'amount	'Disbur- 'sed upto '30.6.68	'Balance 'undis- 'bursed 'on '30.6.68	'Outstand- 'ing in- 'debted- 'ness on '30.6.68
I. <u>INFRASTRUCTURE</u>	<u>188,155</u>	<u>102,093</u>	<u>86,062</u>	<u>81,864</u>
1. Electric power	46,102	21,576	24,526	21,498
2. Telecommunications	10,063	7,333	2,730	5,592
3. Highways	80,530	41,474	39,057	31,478
4. Airports	18,376	18,376	-	14,928
5. Sea ports	5,993	5,993	-	2,496
6. Public health	19,109	5,004	14,105	4,019
7. Education and social amenities	7,980	2,337	5,644	1,853
II. <u>TRANSPORTATION</u>	<u>50,825</u>	<u>50,825</u>	-	<u>30,957</u>
1. Civil aviation	39,862	39,862	-	22,735
2. Merchant marine	10,963	10,963	-	8,221
III. <u>AGRICULTURE</u>	<u>9,150</u>	<u>5,637</u>	<u>3,513</u>	<u>3,986</u>
1. Rural co-operatives	199	199	-	61
2. Grain marketing & distribution	1,045	1,045	-	874
3. Sugar plantation	5,555	2,047	3,508	2,047
4. General development	2,352	2,347	6	1,005
IV. <u>INDUSTRY AND MINING</u>	<u>36,231</u>	<u>27,094</u>	<u>9,138</u>	<u>23,773</u>
1. Mining	1,383	1,383	-	985
2. Petroleum refinery	15,080	13,542	1,538	13,542

(Contd...)

Table 10 (Contd....)

Sector	Loan/ credit amount	Disbur- sed upto '30.6.68	Balance 'undis- 'bursed 'on '30.6.68	Outstan- ding in- 'debted- 'ness on '30.6.68
3. Cement plants	5,025	5,025	-	3,068
4. Clothing and textiles	3,819	3,819	-	2,853
5. Paper mill	4,327	2,400	1,927	4,400
6. Tyre plant	2,874	-	2,874	-
7. Hotels & tourism	3,723	925	2,799	925
V. MISCELLANEOUS	10,226	7,231	2,995	6,733
1. Budget support	8,936	7,231	1,705	7,633
2. Public buildings	1,290	-	1,290	-
VI. BANKS AND FINANCIAL INSTITUTIONS	30,940	11,722	19,218	6,823
1. Development Bank of Ethiopia	13,959	5,872	8,087	2,915
2. Ethiopian Invest- ment Corporation	14,588	3,457	11,130	2,564
3. Commercial Bank of Ethiopia	2,393	2,393	-	1,344
Total	325,528	204,602	120,926	154,136

Footnote: Uncommitted portions of "global" country credits are not included here.

SOURCE: Ministry of Finance, Imperial Ethiopian Government.

Table 11STRUCTURAL CHARACTER OF EXPORTS

Year		Major Export Commodities	
		Export value (Million U.S.\$)	As per cent of total exports
1960	Coffee	38	52.05
	Oilseeds	6	8.21
	Hides & skins	8	10.95
1963	Coffee	45	50.00
	Oilseeds	11	12.22
	Hides & skins	9	10.00
1967	Coffee	56	54.90
	Oilseeds	9	8.82
	Hides & skins	12	11.76

Source: Annual Trade Statistics, Central Statistical
Office, Addis Ababa.

Table 12DESTINATION OF EXPORTS

	1960		1963	
	'Value '('000 ' U.S.\$	'Per cent' 'of total 'exports	'Value '('000 ' U.S.\$	'Per cent' 'of total 'exports
United States	29,757	38.13	33,991	37.80
Saudi Arabia	4,081	5.23	4,565	5.08
Lebanon	1,538	1.97	624	0.69
Israel	1,602	2.05	1,087	1.21
China (M)	56	0.07	-	-
Aden	6,239	8.00	5,381	5.98
Japan	2,057	2.64	3,329	3.70
West Germany	1,405	1.80	3,900	4.34
France	1,847	2.37	2,065	2.30
Italy	6,915	8.86	7,945	8.84
United Kingdom	4,890	6.27	3,932	4.37
U.S.S.R.	4	Neg.	1,224	1.36
India	76	0.10	4	Neg.
Total Exports	78,033	100.00	89,923	100.00-

(Contd....)

Table 12 (Contd...)

	1967		1968 (Jan.-Aug.)	
	'Value '('000 'U.S.\$	'Per cent 'of total 'exports	'Value '('000 'U.S.\$)	'Per cent 'of total 'exports
United States	43,626	43.36	40,436	49.25
Saudi Arabia	5,578	5.54	4,607	5.61
Lebanon	1,796	1.79	771	0.94
Israel	1,948	1.94	1,046	1.27
China (M)	1,139	1.03	452	0.55
Aden	2,560	2.54	N.A.	-
Japan	4,381	4.35	3,611	4.40
West Germany	5,327	5.29	6,284	7.65
France	3,622	3.60	2,336	2.85
Italy	8,411	8.36	4,975	6.06
United Kingdom	4,255	4.23	2,624	3.20
U.S.S.R.	3,055	3.04	1,653	2.01
India	N.A.	N.A.	25	0.03
Total Exports	100,415	100.00	82,098	100.00

- SOURCES: (1) U.N. Yearbook of International Trade Statistics.
- (2) Annual Trade Statistics, Central Statistical Addis Ababa.

Table 12INDICES OF VOLUME AND PRICES OF EXPORTS OF
SELECTED COMMODITIES

(Base : 1963)

	'1961	'1962	'1963	'1964	'1965	'1966	'1967	'1968 (Jan.- June)
Coffee	84	94	100	106	106	111	110	174
Hides & skins	102	103	100	93	97	128	84	89
Export Prices:	105	99	100	124	125	126	112	114
Coffee	109	99	100	134	130	128	113	114
Hides & skins	97	100	100	98	100	133	108	88

SOURCE : International Financial Statistics, Op.cit.

Table 14EXPORTS BY COMMODITIES

	('000 U.S.\$)				
	1960	1961	1962	1963	1964
<u>FOOD AND LIVE ANIMALS</u>					
Live animals	-	-	154	374	945
Meat & meat preparation	1,719	1,151	594	948	2,227
Lentils	4,600	4,206	2,568	1,574	966
Horsebeans	1,928	1,473	1,579	2,012	1,385
Haricotbeans	286	527	1,805	1,427	1,590
Chickpeas	427	684	444	646	1,151
Bananas	769	1,268	541	1,704	1,542
Coffee	45,591	37,771	43,107	44,630	63,934
Chat	2,958	4,025	4,204	5,048	2,033
<u>HIDES AND SKINS</u>					
Hides	8,420	8,658	9,968	9,441	8,834
Sheep skins	3,651	3,188	2,890	2,718	1,646
Goat skins	2,761	3,711	4,470	4,012	4,634
Skins others	2,008	1,759	2,177	2,099	2,385
	-	-	390	526	19
<u>OILSEEDS & CAKES</u>					
	N.A.	N.A.	7,882	11,383	10,712
Linseed	2,479	1,686	3,416	4,991	4,043
Sesame seed	2,149	1,385	908	1,712	2,724
Niger seed	-	-	303	1,102	1,040
Oilseed cake	628	837	1,653	1,410	1,413
Total	80,758	72,426	78,969	88,330	104,309

(Contd....)

Table 14 (Contd...)

	1965	1966	1967	1968 (Jan... Aug.)
<u>FOOD AND LIVE ANIMALS</u>				
Live animals	1,347	908	1,447	662
Meat & meat preparation	3,027	2,949	2,469	1,344
Lentils	588	2,190	2,090	N.A.
Horsebeans	1,355	2,279	2,073	N.A.
Haricotbeans	2,791	2,818	2,518	N.A.
Chickpeas	885	1,270	1,151	N.A.
Bananas	1,521	1,836	2,126	N.A.
Coffee	75,742	62,513	56,021	51,886
Chat	740	873	1,176	N.A.
<u>HIDES AND SKINS</u>	9,523	14,348	12,010	6,577
Hides	1,751	3,801	2,325	N.A.
Sheep skins	4,470	5,531	5,376	N.A.
Goat skins	2,952	4,865	3,981	N.A.
Skins others	350	151	328	N.A.
<u>OILSEEDS & CAKES</u>	N.A.	N.A.	N.A.	5,560
Linseed	2,467	1,432	1,165	N.A.
Sesame seed	4,022	4,516	4,582	N.A.
Niger seed	1,411	1,001	1,220	N.A.
Oilseed cake	1,369	1,132	1,761	N.A.
Total	113,925	108,118	100,253	82,298

SOURCES: (1) Yearbook International Trade Statistics, U.N.

(2) Annual Trade Statistics, op. cit.

Table 15ORIGIN OF IMPORTS

(1000 US \$)

Country	1960		1963	
	Imports	% of total imports	Imports	% of total imports
Italy	13,927	15.78	17,879	16.08
W. Germany	8,219	9.31	12,204	11.00
Japan	11,583	13.12	15,078	13.56
U.S.A.	13,278	15.04	13,834	12.44
U.K.	7,660	8.67	10,089	9.06
Iran	568	0.64	2,978	2.67
Netherlands	2,250	2.54	3,212	2.88
France	1,932	2.18	3,204	2.88
Israel	1,002	1.13	1,276	1.14
China	213	0.24	1,509	1.35
India	5,820	6.59	4,371	3.93

(Contd....)

Table 15 (Contd...)

Country	1967		(Jan. - Aug.) 1968	
	Imports	% of total imports	Imports	% of total imports
Italy	27,245	18.94	22,408	19.69
W. Germany	20,135	14.00	13,020	11.44
Japan	19,626	13.64	11,642	10.23
U.S.A.	13,522	9.41	18,655	16.39
U.K.	11,100	7.72	9,884	8.68
Iran	6,047	4.20	2,936	2.57
Netherlands	4,983	3.46	3,596	3.15
France	4,787	3.35	4,958	4.35
Israel	2,427	1.69	2,500	2.19
China	2,243	1.56	1,696	1.49
India	2,113	1.47	1,626	1.42

SOURCE: Yearbook of International Trade Statistics,
op.cit. Annual Trade Statistics, op.cit.

Table 16IMPORTS BY END USE

(Per cent)

	1962	1965	1966	1967
Raw materials	3.3	4.8	5.0	4.4
Semi-finished products	13.8	12.8	13.8	17.1
Fuel	9.0	6.4	6.8	8.8
Capital goods	37.3	43.5	42.6	40.1
Consumer goods	35.1	31.5	30.6	29.0
Miscellaneous	1.5	1.0	1.2	0.6

SOURCE: Annual Trade Statistics, op.cit.

Table 17IMPORTS BY COMMODITY GROUP SECTION

('000 US \$)

Commodity Group	1962	1965	1966	1967
Food & live animals	4,935 (4.8)	8,018 (5.3)	14,420 (7.6)	9,237 (6.4)
Beverages & tobacco	1,617 (1.6)	1,975 (1.3)	2,051 (1.3)	2,014 (1.4)
Crude materials inedible, except fuels	3,358 (3.2)	7,290 (4.8)	8,307 (5.1)	6,338 (4.4)
Mineral fuels & lubricants	9,296 (9.0)	9,624 (6.4)	10,925 (6.7)	12,696 (8.8)
Animal & vegetable oils and fats	224 (0.2)	266 (0.2)	411 (0.2)	351 (0.2)
Chemical elements and compounds	6,754 (6.5)	10,914 (7.2)	12,852 (7.9)	13,887 (9.7)
Manufactured goods	32,150 (31.1)	38,249 (25.3)	38,116 (23.4)	35,983 (25.0)
Machinery & equipment	32,692 (31.6)	56,556 (37.4)	58,869 (36.2)	47,004 (32.7)
Miscellaneous manufactured articles	10,874 (10.5)	17,200 (11.4)	17,012 (10.5)	15,667 (10.9)
Commodities not classified according to kind	1,555 (1.5)	1,115 (0.7)	1,746 (1.1)	662 (0.5)
Total	103,456	151,208	162,711	143,841

N.B. : - Figures in brackets indicate percentage to total imports.

SOURCE: Annual Trade Statistics, op.cit.

Table 18IMPORT OF COMMODITIES

('000 US \$)

Commodity	1964	1965	1966	1967	Jan. - Aug. 1968
<u>Food and Live Animals</u>					
Live animals	3	2	20	9	5
Meat fresh or frozen	12	3	9	4	3
Meat dried, salted or smoked	12	13	22	11	14
Meat & meat preparations nes.	51	23	65	50	43
Milk & cream	309	581	469	811	444
Butter	324	787	870	1,060	536
Cheese	114	112	123	117	72
Fish, fresh or simply preserved	26	22	37	14	4
Canned fish	180	142	178	210	213
Wheat & meslin, un- milled	-	531	845	8	3
Rice	323	243	738	269	190
Maize	2	1	124	15	6
Cereals, unnelled nes.	64	166	174	354	66
Meal & flour of wheat or meslin	606	962	2,323	1,894	826
Meal & flour of other cereals	31	30	121	52	31
Cereal & flour pre- parations	378	569	806	638	435
Fruits fresh & nuts	184	246	223	255	223
Dried fruits	222	207	350	264	162
Fruit preserved & fruit preparations	234	192	345	319	215
Vegetables fresh, frozen or preserved	134	251	246	161	151

(Contd....)

Table 18 (Contd....)

Commodity	1964	1965	1966	1967	Jan.-Aug. 1968
Vegetables nes.	13	20	18	46	62
Sugar & Honey	12	304	1374	202	251
Sugar confectionery	376	758	644	406	68
Coffee	22	6	12	8	12
Cocoa	10	3	12	4	7
Chocolate & preparations	141	84	32	125	211
Tea	780	636	1035	715	530
Spices	378	449	546	497	308
Feeding stuff for animals	1	8	35	4	2
Margarine & shortening	328	206	60	60	34
Food preparations nes	348	459	561	507	329
BEVERAGES & TOBACCO					
Non-alcoholic beverages	150	213	194	155	132
Alcoholic beverages	611	710	841	929	720
Tobacco unmanufactured	6	24	9	79	348
Tobacco manufactured	762	1,028	1,007	849	293
CRUDE MATERIALS, INEDIBLE, EXCEPT FUELS					
Hides & skins undressed	6	2	3	-	-
Oil seeds, oil nuts & oil kernels	8	13	11	29	33
Crude rubber	4	-	2	11	20
Fuel wood & charcoal	-	-	164	-	-
Wood in the rough	9	25	68	-	neg.

(Contd...)

Table 18 (Contd...)

Commodity	1964	1965	1966	1967	Jan.-Aug. 1968
Wood, shaped or simply worked	-	-	6	-	82
Pulp & waste paper	30	49	60	58	26
Silk raw	-	43	-	-	-
Wool and other animal hair	-	18	9	25	1
Cotton	3,962	1,821	2,604	1,415	2,015
Jute	86	258	263	469	405
Vegetable fibres	10	8	57	21	62
Synthetic & regenerated fibres	1,713	3,804	4,161	3,727	2,957
Fertilizers & manures crude	795	-	14	39	11
Marble & other building stones	35	21	47	50	24
Natural abrasives	53	35	41	20	4
Other crude minerals	836	817	397	265	107
Iron and steel scrap	1	81	19	27	55
Ores & concentrates of nonferrous base metals	-	5	243	-	Neg.
Non ferrous metal scrap	-	1	3	8	Neg.
Crude animal materials, nes.	10	10	7	2	4
Crude vegetable materials, nes.	71	258	127	149	130
<u>MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS</u>					
Coal	62	161	170	53	4
Petroleum products	9,469	9,385	10,597	9,695	3,445
Compressed gas	77	78	159	142	32
<u>ANIMAL & VEGETABLE OILS & FATS</u>					
Animal oil & fats	7	37	30	50	120
Fixed vegetable oils soft	132	51	133	157	161
Other fined vegetable oils	77	166	210	95	258
Animal & vegetable oil, vax	47	12	38		43

(Contd...)

Table 18 (Contd...)

Commodity	1964	1965	1966	1967	Jan.-Aug. 1968
CHEMICAL ELEMENTS & COMPOUNDS					
Organic chemicals	123	263	366	494	375
Inorganic chemicals, elements, oxides & salts	126	151	159	250	329
Other inorganic chemicals	419	342	1,136	1,177	647
Mineral tar & crude chemicals	30	69	33	25	63
Synthetic organic dyestuff and natural indigo	125	123	55	45	171
Dyeing & tanning extracts	535	486	881	1,765	745
Pigments, paints, varnishes	737	864	848	766	695
Medicinal & pharmaceutical Production	2,814	3,261	3,519	3,782	2,707
Essential oils & essences	247	379	545	520	363
Perfumery & cosmetics	794	776	995	919	842
Soap, cleansing preparations	1,734	2,153	2,371	1,994	1,975
Fertilizers manufactured	198	250	123	376	313
Explosives & pyrotechnic products	476	388	182	229	176
Plastic materials	99	102	10	40	446
Chemical materials, nes.	808	1,307	1,627	1,491	1,173
MANUFACTURED GOODS, CLASSIFIED CHIEFLY BY MATERIAL					
Leather	28	38	23	32	22
Leather manufactures	130	153	167	143	204
Fur skins, tanned, or dressed	1	1	4	-	-
Materials of rubber	27	29	109	126	243
Articles of rubber, nes.	3,647	4,285	5,254	5,305	3,496
Veneers, plywood boards	431	510	735	456	152
Wood manufactures	57	109	259	200	174
Cork manufactures	184	62	184	213	202
Paper & paper board	1,097	1,193	1,172	1,321	1,145
Articles made of paper pulp & paperboard	949	1,018	941	1,240	883

(Contd...)

Table 18 (Contd...)

Commodity	'1964	'1965	'1966	'1967	'Jan.-Aug. 1968
Textile yarn & thread	3,528	4,386	4,243	5,172	3,295
Cotton fabrics, woven	4,249	5,540	3,300	2,282	774
Textile fabrics, woven (not including cotton)	4,963	4,964	3,424	2,163	1,382
Tulle, lace, embroidery etc.	98	137	319	91	58
Special textile fabrics	141	106	200	132	211
Made-up articles of textile manufacture n.e.s.	2,008	2,164	1,243	1,203	680
Floor coverings, tape- stries etc.	171	190	229	195	173
Lime, cement, building materials	776	600	161	110	396
Clay construction materials	125	180	377	363	333
Mineral manufactures, n.e.s.	253	177	226	299	212
Glass	213	268	229	273	273
Glassware	434	610	611	456	281
Pottery	158	159	258	242	264
Pearls & precious stones	-	0.8	-	0.4	4
Ingots & slabs of iron & steel	4	16	647	660	480
Irons & steel bars, rods, angles, shapes, sections	744	420	743	582	1,004
Universal plates & sheets	3,792	3,511	3,445	3,547	2,331
Hoop & strip	17	31	17	0.4	1
Rails & railway track construction	244	105	112	671	264
Iron & steel wire	393	345	552	552	133
Tubes, pipes fittings	912	951	1,864	905	2,220
Castings & forgings	12	68	53	39	51
Copper & brass	10	43	24	58	137
Nickel					
Aluminium	negl.	0.4	5	-	33
Lead	265	293	462	551	510
Zinc	5	3	8	18	6
Tin	-	-	108	103	111
	-	15	14	7	13

(Contd.....)

Table 18 (Contd....)

Commodity	1964	1965	1966	1967	Jan.- Aug. 1968
Miscellaneous non-ferrous metals	72	325	395	307	6
House frames, doors, windows and fittings	294	952	1,304	1,393	1,152
Metal containers for storage and transport	316	177	194	245	222
Wire products & fencing fills	256	248	397	419	227
Nails, screws, nuts & bolts	256	230	172	169	217
Tools for use in hand or machine	898	1,206	1,373	1,225	545
Cutlery	228	409	424	227	212
Household equipment of base metals	443	388	812	860	753
Manufactures of metal, n.e.s.	1,421	1,575	1,321	1,374	1,197

MACHINERY & TRANSPORT EQUIPMENT

Power generating machinery	727	1,084	701	863	566
Agricultural machinery and implements	3,143	3,522	4,358	3,210	2,511
Office machines	487	399	566	669	557
Metal working machinery	2	12	40	81	66
Textile or leather machinery	1,647	3,546	3,027	2,731	2,914
Machines for special industries	7,099	6,551	3,941	5,443	6,059
Machinery & appliances n.e.s.	3,109	6,473	6,016	4,039	3,443
Electric power machinery & switchgear	1,782	4,166	2,312	3,073	1,393
Machinery & appliances for distributing electricity	126	462	704	524	389
Telecommunication apparatus	3,535	3,763	2,952	4,107	2,011
Electro-medical & X-ray apparatus	3	17	2	52	17

(Contd....)

Table 18 (Contd...)

Commodity	1964	1965	1966	1967	Jan.- Aug. 1968
Domestic electric equipment & appliances	458	915	1,428	1,022	479
Other electrical machinery & apparatus	916	934	1,052	1,159	1,380
Railway vehicles	455	1,044	1,021	691	838
Road motor vehicles	14,015	15,551	16,585	16,286	1,119
Road vehicles other than motor vehicles	469	308	572	627	632
Aircraft	1,823	7,705	2,310	2,244	8,985
Ships & boats	325	103	11,307	161	722
<u>MISCELLANEOUS MANUFACTURED ARTICLES</u>					
Sanitary, plumbing, heating, lighting fixtures	548	908	1,056	981	660
Furniture	463	848	793	878	677
Travel goods, handbags, & similar articles	137	126	128	244	163
Clothing of cotton, silk, wool & art silk	6,200	6,948	6,053	5,795	4,021
Footwear	1,462	1,489	835	844	411
Scientific & professional instruments	1,645	1,519	2,289	1,527	1,062
Photographic & cinemato- graphic supplies	178	245	415	446	210
Developed cinematographic films	248	228	268	-	neg.
Watches & clocks	209	271	287	279	186
Musical instruments, etc.	218	274	490	386	294
Printed matter	1,490	1,765	1,600	1,245	732
Articles of artificial plastic materials nes.	783	978	1,120	1,069	643
Perambulators, toys, games & sporting goods	273	264	332	436	224
Office & stationery supplies nes.	487	424	606	747	28
Works of art, collector's pieces & antique	0.8	-	4	1	13

(Contd....)

Table 18 (Contd....)

Commodity	1964	1965	1966	1967	Jan.-Aug. 1968
Jewellery & goldsmith's silver-smith's wares	118	193	178	179	73
<u>COMMODITIES NOT CLASSIFIED BY KIND</u>					
Postal packages not classi- fied	-	16	66	61	876
Special transactions not classified	706	666	627	424	183
Animals nes.	29	0.4	2	Neg.	Neg.
Firearms & ammunition	395	89	19	176	323
Coin, not being legal tender	76	342	1,024	neg.	-
Unspecified	-	-	8	-	-
Total	123,822	151,208	162,738	143,841	113,799

SOURCE: Annual Trade Statistics, op.cit.

Table 19IMPORTS OF ELECTRIC MACHINERY & APPLIANCES

('000 U.S. \$)

Commodity	1966	1967
Electric apparatus, switches, relays	<u>1,185</u>	<u>1,331</u>
West Germany	386	343
Austria	62	313
Italy	309	201
Holland	75	134
U.K.	74	75
Singapore	-	57
India		Neg.
U.S.A.	47	21
Radio spare parts	<u>355</u>	<u>1,107</u>
Japan	25	382
Switzerland	8	195
Holland	16	173
W. Germany	42	83
U.S.A.	59	81
India	-	Neg.
U.K.	153	165
Telegraphic and telephone equipment	<u>120</u>	<u>792</u>
Sweden	40	518
Italy	45	108
U.S.A.	Neg.	67
U.K.	4	55
India	-	Neg.
W. Germany	24	23

(Contd....)

Table 19 (Contd...)

Commodity	1966	1967
Batteries, dry cells & battery storage	<u>847</u>	<u>772</u>
Singapore	442	512
Japan	148	167
U.K.	48	32
India	6	4
Switzerland	47	-
U.S.A.	6	Neg.
Electric vacuum cleaners, food mixers and grinders, kettles and other domestic appliances	<u>675</u>	<u>403</u>
Italy	194	165
W. Germany	99	38
Holland	240	91
Japan	22	17
India	6	16
U.K.	27	16
Machinery, electric transformers, counter, etc.	<u>860</u>	<u>393</u>
Italy	409	333
W. Germany	318	23
Austria	-	8
France	103	1
Wire and insulated cable for power transmission	<u>229</u>	<u>218</u>
W. Germany	153	82
Italy	27	56
Finland	-	24

(Contd...)

Table 19 (Contd...)

Commodity	1966	1967-
Wire and insulated cable for power transmission (Contd.)		
Israel	8	15
Sweden	-	14
India	-	4
U.K.	12	2
Domestic electric equipment n.e.s. electric cookers, etc.	<u>90</u>	<u>190</u>
Italy	61	133
Norway	-	14
Yugoslavia	-	11
W. Germany	4	6
U.K.	6	6
Electric lamp (bulb)	<u>27</u>	<u>136</u>
Holland	17	64
W. Germany	12	21
China	5	12
U.S.S.R.	8	12
Hungary	7	10
India	Neg.	7
Japan	5	1
Electric instruments for measuring and controlling and electricity supply meters	<u>23</u>	<u>117</u>
Italy	-	63
W. Germany	3	38
U.K.	1	12
Switzerland	17	-

(Contd...)

Table 19 (Contd...)

Commodity	1966	1967
Electric apparatus for industry	<u>443</u>	<u>291</u>
W. Germany	263	232
Austria	92	-
Holland	29	9
Italy	28	45
Electrical insulated equipment	<u>31</u>	<u>14</u>
W. Germany	24	2
Italy	3	-
Norway	2	-
Electric salon equipment	<u>40</u>	<u>41</u>
Italy	26	4
W. Germany	4	2
U.K.	4	1
Norway	4	-
Electric plugs	<u>104</u>	<u>134</u>
U.K.	4	6
U.S.A.	59	55
Japan	Neg.	10
Italy	8	11
W. Germany	19	37
Sweden	5	4
Radio and televisions, transmitters, telegraphic and telephone equipment wireless	<u>N.A.</u>	<u>1143</u>
W. Germany	352	130
Italy		352
Sweden		211

(Contd...)

Table 19 (Contd...)

Commodity	1966	1967
Switzerland		181
U.K.		130
Machinery electric power generator sets complete and accessories	<u>N.A.</u>	<u>1027</u>
W. Germany		439
Austria		380
U.K.		77
Italy		40
Radio, receivers and transistors	<u>N.A.</u>	<u>699</u>
Holland		145
Japan		445
U.S.A.		34
Total Imports	5264	9941

Table 20IMPORTS OF IRON AND STEEL

('000 U.S. \$)		
Commodity	1966	1967
Corrugated galvanized sheets	<u>2,745</u>	<u>2,553</u>
Japan	1,946	2,016
Italy	214	310
Belgium	201	166
U.S.S.R.	32	22
India	1	8
W. Germany	43	7
Sheets and plates others	<u>700</u>	<u>994</u>
Japan	622	854
Belgium	32	39
Italy	9	26
W. Germany	2	24
U.S.A.	-	22
U.K.	5	8
Tubes, pipes and fittings	<u>1,864</u>	<u>905</u>
Italy	446	311
Belgium	192	157
Japan	148	93
Yugoslavia	45	82
U.K.	-	47
India	2	6

(Contd....)

Table 20 (Contd...)

Commodity	1966	1967
Rail, track & construction material	<u>112</u>	<u>671</u>
U.S.A.	-	383
Italy	27	134
U.K.	2	70
France	27	27
Sweden	-	25
Belgium	14	13
W. Germany	5	4
China	4	6
Wire	<u>551</u>	<u>552</u>
Japan	44	171
Italy	210	148
Belgium	197	124
U.S.S.R.	26	74
Yugoslavia	4	5
U.S.A.	15	1
Ingots	<u>498</u>	<u>505</u>
W. Germany	17	194
Belgium	89	113
Japan	86	111
U.S.S.R.	-	58
U.K.	106	28
Italy	192	2
Angles and sections	<u>434</u>	<u>373</u>
Belgium	99	143
Italy	222	129
Holland	Neg.	27

(Contd...)

Commodity

1966

1967

Angles and sections (Contd.)

U.K.	22	20
India	-	2
U.S.S.R.	26	4

Bars and rods

	<u>309</u>	<u>210</u>
Italy	100	72
Belgium	76	53
Holland	-	22
U.K.	28	18
Hungary	24	6

Slabs

	<u>148</u>	<u>155</u>
Belgium	6	94
W. Germany	-	56
Japan	33	3
Italy	54	Neg.
Australia	28	-

Forgings and castings

	<u>53</u>	<u>39</u>
Italy	8	14
W. Germany	4	8
Israel	-	6
Holland	-	4
India	-	1
U.K.	18	1
Sweden	12	1
France	8	Neg.

Hoops and strip

	<u>17</u>	<u>1</u>
U.K.	.4	-
W. Germany	.5	.4
U.S.S.R.	.4	-

(Contd....)

Table 20 (Contd..)

Commodity	1964	1965
Italy	108	-
Bulgaria	8	-
France	2	-
Chains (iron & steel)	<u>18</u>	<u>21</u>
Italy	6	11
W. Germany	6	1
Japan	2	1
Czechoslovakia	1	1

Table 51

IMPORTS OF INDUSTRIAL MACHINERY

[1950 U.S. \$]

Commodity	1952	1957
Textile machinery and appliances	1,780	2,262
Italy	273	626
U.K.	378	612
Japan	764	313
France	Neg.	222
Holland	47	Neg.
W. Germany	144	200
Machinery textile - spinning	26	2
France	-	-
Italy	5	-
W. Germany	11	-
Machinery textile weaving and knitting	11	15
Italy	15	11
China	-	4
W. Germany	2	3
U.S.A.	32	.1
Japan	14	1
U.K.	29	Neg.
U.S.S.R.	8	-
Machinery textile auxiliary to spinning weaving, etc., and appliances.	561	31
Italy	4	11
W. Germany	43	7

(Contd...)

Table 21 (Contd....)

Commodity	1966	1967
Japan	513	2
Canada	-	1
U.K.	19	2
Machinery, sugar (parts)	<u>269</u>	<u>179</u>
Holland.	147	172
Italy	34	4
W. Germany	64	1
France	18	1
Machinery for paper, pulp and paperboard.	<u>N.A.</u>	<u>25</u>
U.S.A.	N.A.	25

Table 22IMPORTS OF ENGINES

('000 U.S. \$)

Commodity	1966	1967
Engines - oil and diesel	<u>441</u>	<u>725</u>
W. Germany	129	217
Austria	94	188
Italy	193	94
U.S.A.	38	-
U.K.	38	72
Denmark	79	63
Czechoslovakia	25	37
U.S.S.R.	21	14
Engines - Diesel and non diesel for motor cars.	<u>2</u>	<u>64</u>
W. Germany	1	24
France	-	8
Italy	-	6
Japan	.4	-
U.S.A.	.4	1
U.K.	-	25
Engines N.E.S.	<u>9</u>	<u>36</u>
Italy	4	30
Czechoslovakia	2	-
W. Germany	2	2
U.K.	1	4

Table 23IMPORTS OF SMALL TOOLS AND HAND TOOLS

(1000 U.S. \$)

Commodity	1966	1967
Metal hand tools	<u>1,113</u>	<u>978</u>
W. Germany	212	253
Italy	256	235
Austria	109	116
Yugoslavia	52	78
U.S.A.	101	60
India	3	3
Sweden	28	23
U.K.	55	51
China	27	23
Razors and blades	<u>124</u>	<u>84</u>
U.K.	54	39
Czechoslovakia	35	36
India	25	4
Knife Blades	<u>43</u>	<u>56</u>
Japan	5	17
W. Germany	14	13
U.K.	13	13
Czechoslovakia	7	5
Sweden	Neg.	4
India	Neg.	2

(Contd....)

Table 23 (Contd....)

Commodity	1966	1967
Scissors and blades	<u>51</u>	<u>19</u>
India	9	4
W. Germany	6	4
Japan	12	3
Italy	4	3
U.S.A.	10	-
Machine tools & power driven saws for working wood, plastic, etc.	<u>52</u>	<u>131</u>
Italy	20	66
W. Germany	3	44
Holland	-	10
Belgium	26	4
Hand tools (non electrical) mechanized	<u>6</u>	<u>2</u>
Italy	4	2
Canada	-	Neg.
U.S.A.	1	-
Mechanical tools - parts	<u>2</u>	<u>5</u>
Holland	Neg.	5
Denmark	2	-
Machine tools	<u>40</u>	<u>65</u>
U.S.A.	13	1
Italy	13	42
W. Germany	8	3

(Contd.....)

Table 23 (Contd...)

Commodity	1966	1967
Tools for machine shop	<u>259</u>	<u>248</u>
W. Germany	82	48
Italy	49	67
Sweden	31	14
U.K.	21	11
France	9	39
Belgium	8	-
Hong Kong	10	-
U.S.S.R.	9	2

IMPORTS OF MACHINE TOOLS

Machine tools for working metals and appliances.	<u>40</u>	<u>65</u>
Italy	13	42
Japan	-	18
W. Germany	3	3
U.S.A.	13	1
Czechoslovakia	8	-
Other metal working machinery and appliances.	<u>1</u>	<u>16</u>
Italy	-	8
Germany	-	1
U.K.	1	-

Table 24IMPORTS OF COTTON YARN AND THREAD

(1000 U.S. \$)

Commodity	1966	1967
Cotton yarn - bleached, mercerized and coloured.	<u>1,208</u>	<u>1,139</u>
Japan	680	683
Italy	285	198
India	136	166
Austria	53	47
Lebanon	43	20
Cotton thread, sewing	<u>967</u>	<u>925</u>
Pakistan	295	307
U.K.	188	159
Italy	130	104
France	89	97
Czechoslovakia	63	91
India	38	51
Japan	39	48
Cotton yarn grey	<u>107</u>	<u>277</u>
Japan	31	128
Italy	56	59
India	14	35
Austria	-	27
Lebanon	6	13
Egypt	-	13

(Contd.....)

Table 24 (Contd...)

Commodity	1966	1967
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IMPORTS OF COTTON FABRICS

Khaki drill	<u>1,434</u>	<u>1,219</u>
Japan	1,398	1,182
W. Germany	6	13
U.K.	4	10
Italy	3	7
India	10	-

Cotton canvas	<u>255</u>	<u>515</u>
Japan	126	395
Hungary	14	24
Italy	47	18
Czechoslovakia	22	16
India	10	14
France	9	13

Cotton drills, twills and jeans (not grey or khaki)	<u>1,250</u>	<u>339</u>
Japan	1,206	316
Italy	6	7
India	3	5
W. Germany	4	3
U.K.	4	2

Cotton piece-goods, sheeting, shirting	<u>244</u>	<u>170</u>
Japan	217	144
India	5	10
France	2	5
Italy	7	5

(Contd...)

Table 24 (Contd....)

Commodity	1966	1967
Cotton piece-goods - crepe, white or dyed.	<u>56</u>	<u>19</u>
Japan	53	9
Czechoslovakia	-	3
Hungary	-	2
India	1	2
Cotton piece-goods grey for shirting and sheetings.	<u>55</u>	<u>4</u>
India	3	3
Holland	7	-
Israel	-	.8
China (M)	7	-
Sudan	-	.4
Japan	32	-
Bedsheets	<u>404</u>	<u>540</u>
Italy	32	107
India	80	104
Poland	35	95
Bulgaria	57	66
China	98	61
Japan	39	43
Hungary	18	11
Cotton fabrics manufactured n.e.s.	<u>83</u>	<u>47</u>
Japan	24	15
Italy	6	10
Holland	-	6

(Contd.....)

Table 24 (Contd....)

Commodity	1966	1967
U.K.	9	3
India	4	3
U.S.A.	17	-

IMPORTS OF SYNTHETIC FABRICS

Art silk synthetic fabrics	<u>2,901</u>	<u>1,622</u>
Japan	2,194	1,165
Italy	121	109
Czechoslovakia	40	66
W. Germany	128	51
U.S.A.	33	45
France	29	33
Belgium	14	27
U.K.	36	26
China	16	20
India	178	20

IMPORTS OF CLOTHING

Clothing cotton outer garments	<u>2,723</u>	<u>2,165</u>
China	834	617
Hong Kong	532	473
India	294	327
Japan	200	153
Israel	84	99
Hungary	150	90
U.S.A.	233	90

(Contd....)

Table 24 (Contd...)

Commodity	1966	1967
Italy	112	90
Czechoslovakia	44	70
U.K.	38	30
Clothing art silk outer garments	<u>768</u>	<u>1,080</u>
Japan	264	352
Hong Kong	67	180
China	105	175
Italy	118	119
Israel	47	52
Czechoslovakia	31	33
Hungary	4	32
U.S.A.	15	20
India	9	19
U.K.	31	17
Headgear	<u>234</u>	<u>557</u>
Japan	110	231
W. Germany	39	186
Italy	20	54
U.K.	15	24
Pakistan	-	.8
India	4	.4
Mufflers, shawls	<u>631</u>	<u>456</u>
W. Germany	485	240
Japan	62	122
China	34	47
India	4	16

(Contd...)

Table 24 (Contd....)

Commodity	1966	1967
Hong Kong	9	10
Pakistan	1	4
Italy	20	2
Clothing, woollen outer garments	<u>621</u>	<u>425</u>
U.K.	47	113
Italy	130	75
Czechoslovakia	98	52
Israel	64	47
Japan	19	3
India	49	10
Poland	70	22
Gloves, mittens, socks, stockings	<u>389</u>	<u>287</u>
Czechoslovakia	116	66
Hong Kong	32	44
Italy	45	35
S. Korea	52	33
Hungary	35	33
China	26	21
Clothing of mixed fibres, outer garments	<u>37</u>	<u>164</u>
Israel	-	41
Italy	13	37
Japan	4	26
Hong Kong	5	14
Czechoslovakia	-	13
China	3	9
Pakistan	-	.4
Hungary	10	.4

(Contd....)

Table 24 (Contd....)

Commodity	1966	1967
Raincoats wholly rubberised	<u>59</u>	<u>132</u>
Israel	20	48
Poland	14	30
Japan	4	26
Hungary	15	10
Czechoslovakia	-	8
India	-	.4
Clothing cotton inner garments	<u>165</u>	<u>131</u>
China	52	50
Japan	27	25
Hong Kong	13	14
Czechoslovakia	25	12
Italy	.4	9
India	.4	4
Hungary	14	1
Art silk inner garments	<u>185</u>	<u>103</u>
Italy	22	21
Hong Kong	12	21
U.S.A.	1	18
Japan	109	14
W. Germany	8	12
Israel	-	10
India	7	1

(Contd....)

Table 24 (Contd...)

Commodity	1966	1967
Handkerchiefs	<u>84</u>	<u>100</u>
Japan	39	26
Hungary	14	24
Czechoslovakia	8	20
China	5	18
Israel	-	4
Italy	12	1
Clothing, second-hand	<u>2</u>	<u>52</u>
U.S.A.	1	38
China (M)	-	11
U.K.	1	-
Corsets, suspenders, garters, etc.	<u>36</u>	<u>47</u>
Hong Kong	4	26
Italy	3	5
U.S.A.	5	4
W. Germany	12	4
Austria	8	3
Clothing accessories	<u>22</u>	<u>38</u>
W. Germany	-	20
Singapore	-	10
Italy	7	1
Czechoslovakia	7	3
U.K.	-	2
India	5	-

(Contd...)

Table 24 (Contd....)

Commodity	1966	1967
Ties, cravats	<u>53</u>	<u>35</u>
Italy	14	16
Hong Kong	3	8
U.K.	25	-
Watch straps leather	<u>4</u>	<u>12</u>
Hong Kong	-	5
Switzerland	2	2
U.K.	-	2
Italy	1	1
W. Germany	1	2
Belts leather	<u>10</u>	<u>8</u>
Hong Kong	-	3
Japan	2	1
China	1	1
India	2	4
France	4	4

Table 25IMPORTS OF JUTE MANUFACTURES

(1000 U.S. \$)

Commodity	1966	1967
Jute, hemp and flax bags	<u>41</u>	<u>101</u>
India	20	44
Holland	7	28
U.K.	6	1
Japan	-	13
Pakistan	-	13
Italy	7	-
Old bags of flax, hemp and jute	<u>20</u>	<u>16</u>
Pakistan	-	13
Czechoslovakia	1	2
China	-	1
India	7	-
Denmark	4	-
Holland	5	-

Table 26IMPORTS OF MEDICINES AND PHARMACEUTICALS

('000 U.S. \$)

Commodities	1966	1967
Medicines, other	<u>3,384</u>	<u>3,539</u>
W. Germany	649	718
Italy	660	619
U.K.	466	492
Switzerland	259	297
U.S.A.	291	267
France	211	254
Holland	211	204
Denmark	42	129
Belgium	99	118
Yugoslavia	37	72
Kenya	59	72
India	7	4
Australia	65	23
Israel	106	41
Austria	55	35
Pakistan	14	-
Spain	24	2
Bulgaria	12	31
Pharmaceuticals n.e.s.	<u>33</u>	<u>27</u>
France	24	1
U.K.	2	7
Italy	2	1
U.S.A.	2	3
Holland	1	Neg.

Table 27IMPORTS OF CAUSTIC SODA AND BASIC CHEMICALS

('000 U.S. \$)

Commodities	1966	1967
Inorganic chemical products n.e.s.	<u>979</u>	<u>1,143</u>
Italy	278	504
W. Germany	429	184
Hong Kong	56	81
Israel	4	76
Kenya	9	56
U.K.	47	47
U.S.A.	28	40
India	-	24
Holland	26	27
Caustic soda	<u>50</u>	<u>86</u>
Italy	22	44
U.K.	-	31
W. Germany	27	7
Sweden	1	-

Table 28IMPORTS OF ALUMINIUM

('000 U.S. \$)

Commodities	1966	1967
Aluminium, worked others	<u>286</u>	<u>265</u>
Italy	83	211
Hungary	80	36
U.K.	24	32
Kenya	29	27
W. Germany	34	15
India	5	1
Aluminium - ingots or slabs	<u>Neg.</u>	<u>8</u>
Tanzania	-	8
France	Neg.	Neg.
Aluminium - sheets and plates	<u>N.A.</u>	<u>178</u>

Table 29IMPORTS OF DYES

		('000 U.S. \$)	
Commodities		1966	1967
Tanning extracts synthetic		<u>343</u>	<u>932</u>
W. Germany		213	501
Japan		4	150
U.K.		17	78
Italy		35	70
Switzerland		5	49
India		-	1
Kenya		42	34
Varnishes		<u>764</u>	<u>731</u>
Denmark		158	233
Italy		96	124
Holland		111	81
Israel		64	56
U.K.		113	53
India		17	39
Norway		76	40
W. Germany		41	27
Dyeing extracts, etc., N.E.S.		<u>79</u>	<u>559</u>
W. Germany		33	173
Switzerland		2	144
Italy		21	100
U.K.		6	57
India		1	2
Holland		9	-

(Contd...)

Table 29 (Contd....)

Commodities	1966	1967
Dyestuff - synthetic organic, indigo natural.	<u>54</u>	<u>39</u>
W. Germany	15	16
Italy	17	8
Japan	-	4
U.K.	12	4
India	5	2
Colouring materials	<u>20</u>	<u>8</u>
W. Germany	14	2
Italy	2	-
U.K.	2	Neg.

Table 30IMPORTS OF RUBBER TYRES AND TUBES

('000 U.S. \$)

Commodities	1966	1967
Rubber tyres and tubes outer	<u>2,453</u>	<u>2,672</u>
Japan	2,554	2,637
Italy	553	643
Israel	162	348
U.K.	318	323
France	257	147
U.S.A.	181	144
India	Neg.	6
Austria	76	-
China	66	125
Rubber tyres and tubes inner	<u>379</u>	<u>286</u>
Japan	286	152
U.K.	Neg.	26
France	13	25
Israel	9	24
Belgium	13	11
Austria	20	80
Rubber tyres: solid	<u>19</u>	<u>33</u>
Italy	6	10
Holland	-	9
France	7	8
U.K.	5	3

(Contd...)

Table 30 (Contd...)

Commodities	1966	1967
Rubber tyres & tubes outer (bicycle)	<u>14</u>	<u>23</u>
Israel	-	7
Japan	4	6
Czechoslovakia	3	4
Italy	3	4
Holland	2	-
Rubber tyres and tubes inner (bicycle)	<u>7</u>	<u>8</u>
Italy	Neg.	3
Japan	-	3
Czechoslovakia	Neg.	Neg.
India	-	Neg.
France	6	-

Table 31IMPORTS OF BICYCLES AND PARTS

(1000 U.S. \$)

Commodities	1966	1967
Bicycles	<u>127</u>	<u>97</u>
Italy	84	54
Japan	23	18
U.K.	10	14
Denmark	1	6
W. Germany	Neg.	3
France	4	2
India	1	-
Bicycle parts	<u>56</u>	<u>77</u>
Italy	33	32
Japan	12	27
China	4	6
W. Germany	1	4
Czechoslovakia	2	2
Belgium	-	2
India	1	2

Table 32IMPORTS OF TEA

('000 U.S. \$)

Commodity	1966	1967
Tea black	<u>1,035</u>	<u>714</u>
Ceylon	962	653
U.K.	-	22
Kenya	-	13
Italy	-	11
India	40	8
Denmark	-	3
Mate	<u>5</u>	<u>2</u>
Kenya	-	1
Sudan	-	.4
Malaysia	-	.4
India	5	.2

Table 33IMPORTS OF SPICES

('000 U.S. \$)

Commodity	1966	1967
Spices others	<u>546</u>	<u>497</u>
India	194	118
Tanzania	162	115
Singapore	104	84
F.R. Terr of Afara & Issas	-	34
China	14	33
Malaysia	13	25
Iran	13	24
Aden	Neg.	14
U.K.	8	4
Italy	7	4

Table 34

PRINCIPAL EXPORTS TO INDIA

('000 U.S.\$)

Commodities	1960- 61	1961- 62	1962- 63	1963- 64	1964- 65	1965- 66	1966- 67	1967- 68	1968 April- Oct.)
Hides and skins, raw	53	3	1	6	1	-	10	4	-
Component parts of metal working machinery	-	105	-	-	-	-	-	-	-
Second hand or used motor cars	-	-	11	1	-	-	-	-	-
Pearls, natural unworked	-	-	-	-	-	-	3	-	-
Total Exports	55	113	16	8	1	1	15	6	2

SOURCE: Monthly Statistics of the Foreign Trade of India, op.cit.

Table 35TRADE WITH INDIA

(1000 U.S. \$)

Year	Exports to India	Imports from India	Balance of Trade
1961-62	113	5,817	- 5,704
1962-63	16	4,158	- 4,142
1963-64	8	3,570	- 3,562
1964-65	1	2,981	- 2,980
1965-66	1	2,457	- 2,456
1966-67	15	1,676	- 1,661
1967-68	6	1,490	- 1,484
1968 (April-October)	2	1,267	- 1,265

Source: Monthly Statistics of the Foreign Trade of India, D.G.C.I.S.? Calcutta.

Table 36

PRINCIPAL IMPORTS FROM INDIA

		('000 U.S.\$)				
Commodities		1960- 61	1961- 62	1962- 63	1963- 64	1964- 65
1.	Tea	42	83	42	21	42
2.	Spices	168	78	111	95	105
	Pepper black	105	10	13	17	Negl.
	Cardamom	2	7	4	4	4
	Coriander seed	2	4	1	11	10
	Cumin seed	19	7	1	-	21
	Ginger	4	6	4	3	Negl.
	Turmeric	-	-	-	-	63
	Others	32	47	88	70	4
3.	Tobacco unmanufactured	-	-	-	-	-
4.	Food preparation n.e.s	-	-	-	-	-
5.	Plants for use in medicine, perfumery, etc.	26	32	19	1	36
6.	Paraffin wax	16	1	-	-	-
7.	Cotton waste	-	-	-	-	-
8.	Cotton yarn	734	464	383	306	324
9.	Chemical materials, n.e.s.	-	-	-	-	-
10.	Fabrics of synthetic fibre & spun glass	26	95	84	412	282
	Synthetic staple fibre fabrics	-	-	-	-	-
	Mill rayon taffeta	-	-	-	-	-
	Mill rayon satin	-	-	-	-	-
	Other mill rayon fabrics	-	-	-	-	-
	Spun rayon dyed fabrics	-	-	-	-	-

(Contd....)

Table 36 (Contd...)

Commodities	1960- 61	1961- 62	1962- 63	1963- 64	1964- 65
Fabrics of dis- continuous re- generated fibres	-	-	-	-	-
Piecegoods entirely of art silk n.e.s. mill made	5	57	45	361	262
Fabs. contg. over 90%					
Art silk n.e.s., mill-made	3	15	17	37	12
11. Cotton piecegoods	2986	3221	1806	798	504
(i) Grey & unbleached	1712	1627	798	126	87
Unbleached dhoty Shirting carded yarn unbleached	-	-	-	-	-
Millmade chadars	300	263	235	66	80
Millmade sheet- ings	665	593	118	10	-
Bedtickings un- bleached	-	-	-	-	-
Drill & demin unbleached	-	-	-	-	-
Canvas carded yarn unbleached	-	-	-	-	-
Millmade drills & jeans	645	611	336	-	-
Millmade unspeci- fied descriptions	101	155	109	47	7
(ii) Bleached, dyed, printed, etc.	1,274	1,594	1,008	672	417

(Contd...)

Table 36 (Contd...)

Commodities	'1960- 61	'1961- 62	'1962- 63	'1963- 64	'1964- 65
Unspecified description machine printed	98	171	274	202	208
Saris hand printed	-	-	-	-	-
Other cotton fabrics hand printed	-	-	-	-	-
Bedtickg. domests. damask yarn dyed	-	-	-	-	-
Furnishing cloth except pile chenill Mach. printed	-	-	-	-	-
Millmade dyed unspecified description	421	350	232	148	90
Millmade white chadars	78	114	29	39	-
Millmade white long cloth	156	256	144	9	-
Millmade white mulls	121	259	83	110	-
Millmade prints & chintz.	95	137	42	7	-
Mill woven coloured drills & jeans	67	31	11	5	-
Drill denim piece-dyed	-	-	-	-	-
12. Jute manufactures	334	759	780	536	281
Hessian cloth	83	145	123	128	94
Sacking cloth	73	134	241	10	19
Hessian bags	4	75	8	1	44
Sacking bags	174	403	408	397	114

(Contd..)

Table 36 (Contd...)

Commodities	'1960- ' 61	'1961- ' 62	'1962- ' 63	'1963- ' 64	'1964- ' 65
13. Blankets, travelling rugs, coverlets	163	161	122	64	62
14. Bedlinen, table linen, toilet linen, kitchen linen, etc.	30	28	26	47	32
Bedsheets	14	18	16	38	25
Towels	16	10	10	8	5
15. Furniture	-	-	-	-	2
16. Embroidered cloth of cotton in the piece	-	-	-	-	-
17. Mats, mattings of cotton	202	5	7	1	188
18. Plastic materials, arti- ficial resins, etc.	-	-	-	-	-
19. Dyeing, tanning & colouring materials	-	-	6	21	14
Prepared paints and enamels	-	-	-	13	8
Varnishes & other paints	-	-	-	1	2
Acid dyes	-	-	-	-	-
Coaltar dyestuff, natural indigo & lakas	-	-	6	7	4
20. Perfumery & cosmetics except soaps	4	2	15	6	-
21. Soaps	Negl.	Negl.	Negl.	Negl.	Negl.

(Contd...)

Table 36 (Contd...)

Commodities	1960- 61	1961- 62	1962- 63	1963- 64	1964- 65
22. Agarbattis	46	54	98	76	127
23. Glass & glassware	-	-	-	-	-
24. Manufactures of metals n.e.s.	34	39	49	65	83
Hand tools	-	-	-	8	9
Safes,	1	2	-	5	5
strong room fittings	27	25	35	20	26
Safety razor blades	-	1	2	1	2
Door & window fittings	-	-	-	-	-
Trunks, suitcases of iron & steel	-	-	-	-	-
Finished structural parts	-	-	-	-	-
Scissors and their blades	Negl.	-	Negl.	1	1
Household utensils of iron & steel including galvanised buckets	-	1	1	9	4
Aluminium utensils	-	-	Negl.	14	29
Others	-	-	3	7	5
25. Clothing (except fur.)	149	128	152	236	235
Underwear & outer- wear knit or made of knitted fabrics	56	63	69	22	41
Others	93	65	83	213	194
26. Machinery	10	300	33	111	138
(1) Machinery other than electrical	2	296	10	82	122
Diesel engines	-	-	-	5	4

(Contd...)

Table 36 (Contd...)

Commodities	1960 -61	1961- 62	1962- 63	1963- 64	1964- 65
Cotton spinning ring spindles	-	23	5	4	-
Textile machinery & accessories	42	273	4	2	24
Oilseed crushing & grinding machinery	-	1	1	2	9
Other nidl. machinery	-	-	-	-	43
Sewing machines	-	-	42	2	11
Jute spinning machinery	-	-	-	-	2
Metal working machinery	-	-	-	43	24
Other machinery N.E.S.	1	-	2	21	-
Agricultural machinery and implements	-	-	-	-	-
(ii) Electric machinery, apparatus	8	4	23	29	16
Electric power machi- nery & Switchgear	-	-	-	-	-
Electric distributing machinery	-	-	-	-	-
Telecom. apparatus	-	1	4	13	1
Domestic electric equipment	6	-	17	1	5
Batteries	2	3	2	7	10
Others	-	-	-	8	-
27. Manufactured articles, n.e.s.	12	18	108	287	304
Umbrellas & sunshades	3	16	87	252	250
Articles of plastic n.e.s.	-	-	1	11	16
Wood carving	-	-	6	3	5

(Contd...)

Table 36 (Contd...)

Commodities	1960- 61	1961- 62	1962- 63	1963- 64	1964- 65
Toys and sports goods	-	-	-	4	9
Works of art, collectors pieces, etc.	2	-	5	7	17
28. Postal packages not classified	-	-	2	-	9
29. Special transactions	42	27	4	7	1
Total Imports	5061	5817	4158	3570	2981

(Contd....)

Table 36 (Contd...)

Commodities		'1965- ' 66	'1966- ' 67	'1967- ' 68	'1968- ' 69
1.	Tea	29	15	13	27
2.	Spices	111	124	74	34
	Pepper black	33	20	5	.1
	Cardamom	1	6	2	6
	Coriander seed	Negl.	2	7	1
	Cumin seed	22	33	1	.2
	Ginger	6	11	5	1
	Turmeric	47	51	49	24
	Others	-	Negl.	Negl.	1
3.	Tobacco unmanufactured	-	-	-	5
4.	Food preparation n.e.s	-	-	-	76
5.	Plants for use in medicine, perfumery, etc.	14	15	20	7
6.	Paraffin wzx	-	-	-	-
7.	Cotton waste	-	-	-	-
8.	Cotton yarn	244	204	191	164
9.	Chemical materials, n.e.s.	-	-	-	7
10.	Fabrics of synthetic fibre & spun glass	337	62	26	56
	Synthetic staple fibre fabric	140	11	1	7
	Mill rayon taffeta	8	4	8	8
	Mill rayon satin	66	29	16	38
	Other mill rayon fabrics	42	2	Negl.	2
	Spun rayon dyed fabrics	38	4	Negl.	1
	Fabrics of discontinuous regenerated fibres	16	-	1	Negl.
	Piecegoods entirely of art silk n.e.s., mill made	-	-	-	-
	Fabs. contg. over 90% Art silk n.e.s., mill made	-	-	-	-

(Contd...)

Table 36 (Contd...)

Commodities	1965-66	1966-67	1967-68	1968-69
11. Cotton piecegoods	71	80	111	38
(i) Grey & unbleached	13	10	13	4
Unbleached dhoty	Negl.	1	6	2
Shirting carded	-	-	5	-
yarn unbleached	-	-	-	-
Millmade chadars	-	-	-	-
Millmade sheet-	-	-	-	-
ings	8	-	-	-
Bedtickings	-	-	-	-
unbleached	-	5	-	-
Drill & demin	-	-	-	-
unbleached	-	-	-	-
Canvass carded yarn	1	3	Negl.	-
unbleached	-	-	-	-
Millmade drills & jeans	-	-	-	-
Millmade unspecified	-	-	-	-
descriptions	-	-	-	-
(ii) Bleached, dyed,	58	70	98	34
printed, etc.	-	-	-	-
Unspecified des-	4	2	5	3
cription machine	4	-	29	5
printed	14	45	55	21
Saris hand printed	-	-	-	-
Other cotton fabrics	-	-	-	-
hand printed	3	6	5	1
Bedtickg. domests.	-	-	-	-
damask yarn	-	-	-	-
dyed.	-	-	-	-
Furnishing cloth	5	12	1	1
except pile	-	-	-	-
chenill Mach.	-	-	-	-
printed	-	-	-	-

(Contd...)

Table 36 (Contd....)

Commodities	'1965-66	'1966-67	'1967-68'	'1968 (Apr. Oct.)
Millmade dyed unspecified description	-	-	-	-
Millmade white chadars	-	-	-	-
Millmade white long cloth	-	-	-	-
Millmade white mulls	-	-	-	-
Millmade prints & chintz.	-	-	-	-
Mill woven coloured drills & jeans	-	-	-	-
Drill denim piecedyed	19	-	-	-
12. Jute manufactures	241	209	116	59
Hessian cloth	97	159	65	51
Sacking cloth	-	37	32	-
Hessian bags	26	-	-	-
Sacking bags	118	13	19	8
13. Blankets, travelling rugs, coverlets	13	27	48	41
14. Bedlinen, table linen, toilet linen, kitchen linen, etc.	60	52	37	11
Bedsheets	38	48	30	4
Towels	3	4	7	7
15. Furniture	32	13	10	14
16. Embroidered cloth of cotton in the piece	19	13	22	6

(Contd....)

Table 36 (Contd...)

Commodities	1965-66	1966-67	1967-68	1968 (Apr. - Oct.)
17. Mats, mattings of cotton	-	-	-	-
18. Plastic materials, artificial resins, etc.	-	-	-	17
19. Dyeing, tanning & colouring materials	21	66	15	13
Prepared paints and enamels	5	61	5	3
Varnishes & other paints	3	3	6	4
Acid dyes	4	1	1	4
Coaltar dyestuff natural indigo & lakas	9	1	3	2
20. Perfumery & cosmetics except soaps	16	13	12	24
21. Soaps	1	3	5	3
22. Agarbattis	89	120	123	79
23. Glass & glassware	3	27	5	2
24. Manufactures of metals n.e.s.	122	80	49	75
Hand tools	5	2	2	3
Safes, strong room fittings	13	-	Negl.	1
Safety razor blades	54	7	4	13
Door & window fittings	15	1	4	4
Trunks, suitcases of iron & steel	15	15	19	7

(Contd...)

Table 36 (Contd...)

Commodities	'1965- ' 66	'1966- ' 67	'1967-68	'1968-69
Finished structural parts	-	31	2	18
Scissors and their blades	4	8	4	13
Household utensils of iron & steel including galvanised buckets	3	8	7	4
Aluminium utensils	13	1	1	-
Others	-	-	5	12
25. Clothing (except fur.)	430	330	239	134
Underwear & outerwear knit or made of knitted fabrics	70	124	54	20
Others	360	206	182	114
26. Machinery	78	115	93	81
(i) Machinery other than electrical	34	88	65	71
Diesel engines	-	-	-	-
Cotton spinning ring spindles	-	-	1	-
Textile machinery & accessories	17	40	39	16
Oilseed crushing & grinding machinery	3	6	-	2
Other nidl. machinery	42	4	1	3
Sewing machines	2	1	-	-
Jute spinning machinery	10	11	1	28
Metal working machinery	-	-	10	Negl.
Other machinery N.E.S.	2	10	13	22

(Contd..)

Table 36 (Contd...)

Commodities	1965-66	1966-67	1967-68	1968 (Apr.-Oct.)
Agricultural machinery and implements	-	-	-	-
(ii) Electric machinery apparatus	44	27	28	10
Electric power machinery & switchgear	-	-	11	3
Electric distributing machinery	-	-	9	1
Telecom. apparatus	30	1	1	-
Domestic electric equipment	6	10	2	2
Batteries	4	6	2	4
Others	4	4	3	-
27. Manufactured articles, n.e.s.	324	83	64	57
Umbrellas & sunshades	267	58	26	29
Articles of plastic n.e.s.	23	10	15	22
Wood carving	4	4	6	3
Toys and sports goods	2	1	2	Negl.
Works of art, collectors pieces, etc.	13	10	13	3
28. Postal packages not classified	25	15	6	5
29. Special transactions	1	Negl.	3	Negl.
Total Imports	2457	1676	1490	1267

SOURCE: (1) Monthly Statistics of the Foreign Trade of India, op. cit.

Table 37

ESTIMATE OF POTENTIAL OF INDIA'S
EXPORTS

('000 U.S.\$)

Commodity 1	Actual Exports		Potential
	'1967-68 2	'1968-69 3	'for 1974 4
1. Textiles (Non-jute)	659	692	-
2. Jute textiles	133	132	100
3. Tea	14	28	20
4. Spices	61	89	-
5. Rice	-	-	-
6. Fish & Fish products	-	-	-
7. Iron ore	-	-	-
8. Iron & steel products	17	299	455
9. Electrical Machinery & appliances	25	52	2,500
10. Non-electrical machinery	60	264	2,500
11. Machine tools	1	-	50
12. Diesel engines	-	-	-
13. Railway equipment	-	-	500
14. Motor vehicles & parts	4	5	-
15. Bicycles & parts	3	2	-
16. Rubber tyres and tubes	5	10	50
17. Small tools & hand tools	14	5	-
18. Medicines & pharmaceuticals	4	1	500
Sub total (1-18)	1,002	1,579	6,675
19. Aluminium ingots	-	-	50
20. Soaps	-	-	500
21. Clothings	269	303	800
22. Metal & metal products	46	133	430
23. Perfumery & cosmetics	134	174	50
24. Umbrellas	-	-	100
25. Cotton	-	23)	
26. Diamonds	-	24)	
27. Others	43	756)	3,395
Total	1,494	2,992	12,000

Appendix 1

THE SURVEY TEAM

Director-General

Shri S. Bhoothalingam

Project Director

Shri R. S. Sharma

Consultants

Indian

Shri N.J. Kamath
Shri B.N. Khosla

Foreign

Dr. Morton C. Grossman
Mr. William H. Rusch

Economists

Shri S.R. Chawla
Dr. R.G. Gidadhubli
Shri N.R. Gopalakrishnan
Dr. P.C. Jain
Shri K. Kasturi
Shri V. Krishnamurthy

Shri P.K. Krishnaswamy
Shri P.L. Narayana
Shri R.K. Patil
Dr. T. Rameswara Rao
Shri T.R. Sehgal
Shri N. Venkataraman

Appendix 2Persons/List of Offices contacted during
the field visit

1. Indian Embassy -
2. Director, +Technical Agency
3. Vice Minister of Mines
4. Chairman, Ethiopian Investment Corporation
5. Dy. Managing Director, Development Bank of Ethiopia
6. Secretary, Addis Ababa Chamber of Commerce
7. Exchange Controller, National Bank of Ethiopia
8. Vice Minister, Planning
9. Vice Minister, Central Statistical Office
10. Adviser, Ministry of Finance
11. Director-General, Foreign Trade, Ministry of
Commerce & Industry
12. Adviser, Ministry of Planning
13. Adviser, Ministry of Commerce and Industry
14. General Manager, Ethiopian Electric Light
and Power Authority
15. Chief Engineer, Imperial Highway Authority
16. Planning & Programming Engineer, Imperial
Highway Authority
17. Manager, Livestock and Meat Board
18. General Manager, Franco - Ethiopian Railway
19. J.J.Kothari & Co. (Ethiopia) Ltd.

20. General Manager, General Ethiopian Transport Share Co.
21. Chief, U.N.D.P.
22. Economic Commission for Africa
23. Program Economist, USAID
24. First Secretary, Embassy of the United States of America
25. Managing Director, Oil & Soap Industries S.C.
26. General Manager, Baler Dar Textiles S.C.
27. Automotive Engineer, MOENCO
28. Patel Ethiopia Ltd.
29. Central Medical Stores Corporation
30. A. Besse & Co.
31. Shantilal Velji Desai Ltd.
32. K. P. Mehta
33. Addis Commercial (P) Ltd.
34. J. G. Shah
35. Hatimbai Ghulam Ali
36. General Manager, Indo-Ethiopian Textiles S.C.
37. Ethiopian Grain Corporation
38. Harjiram Lalji Shah
39. International Commission Agency
40. Raj Dhariwal
41. Arabian Trading Company
42. S. C. Kothari

Appendix 3List of Select Importers in EthiopiaAgarbati:

Desai Brothers (Eth.) Ltd.,
P.O.Box 1042, Addis Ababa

Mehta K.P.,
P.O. 1223, Addis Ababa

Agricultural Machinery and Spare Parts

A.G.F.C.A. Private Share Co.,
P.O.Box 876, Asmara

Azienda Industriale de Rossi Share Co.,
P.O.Box 1236, Asmara

Consorzio Agrario Dell' Eritrea,
P.O.Box 1055, Asmara

EASSCO (The Ethiopian Automotive & Sales
Share Co.)
P.O. Box 3369, Asmara

Ethio-International Private Co. Ltd.,
P.O.Box 2059, Addis Ababa

The International Trading Co.
P.O.Box 1048, Addis Ababa

Leon's Mercantile,
P.O.Box 249, Addis Ababa

Livierato Aristidis,
P.O.Box 266, Addis Ababa

Motor & Engineering Co. of Eth. Share Co. Ltd.,
P.O.Box 1767, Addis Ababa

Motor Truck Co. Ltd.,
P.O.Box 532, Addis Ababa

Orbis Trading and Technical Centres,
P.O.Box 321, Addis Ababa

Paul Ries & Sons (Eth.) Ltd.,
P.O.Box 3659, Addis Ababa

Paul Ries & Sons (Eth.) Ltd.,
P.O.Box 738, Asmara

Petram Co. Ltd.,
P.O.Box 707, Addis Ababa

Seferian & Co. (Eritrea) Ltd.,
P.O. Box 341, Addis Ababa

S. General Import & Export Commission Agency,
P.O. Box 3568, Addis Ababa

Tectraco (Technical Trading & Co.)
P.O.Box 579, Addis Ababa

Tedla Desta & Co. Ltd.,
P.O.Box 1533, Addis Ababa

Aluminium Ware.

Banin Israel
P.O.Box 1050, Asmara

Ethiopian Grand Bazar (The)
P.O.Box 455, Addis Ababa

Gellatly Hanky & Co. (Eth.) S.C.
P.O.Box 906, Asmara

Gugsa Donsa
P.O.Box 3548, Addis Ababa

Harrar Trading Co. Ltd.,
P.O.Box 196, Dire Dawa

International Trading Co. (Eth.) S.C.
P.O. Box 1048, Addis Ababa

Mousa Mohamed Keckia,
P.O.Box 2213, Addis Ababa

Mubarak & Obied S. Bin Shahnah,
P.O.Box 105, Dire Dawa

Pantano F. Schiavi General Partnership,
Ave Andennet, Asmara

Said & Abdella Bahaddad
P.O. Box 768, Asmara

Automotive, Vehicles, Trucks, Accessories & Spare Parts

Addis Commercial Private Co. Ltd.,
P.O. Box 119, Addis Ababa

Amalgamated Africa Private Ltd.,
P.O.Box 887, Asmara

Amropa Motors Co. (Eth.) Ltd.,
P.O. Box 263, Addis Ababa

Autostazione Principe P.L.C.
P.O.Box 729, Asmara

Autostazione Royal Private Ltd.,
13 Duke of Harrar Avenue, Asmara

Besse A. & Co. (Eth.) Ltd. S.C.
P.O.Box 279, Asmara

Besse A. & Co. (Eth.) Ltd., S.C.
P.O. Box 1897, Addis Ababa

Bottling Co. of Eth. Ltd.,
P.O. Box 1346, Addis Ababa

EASSCO (Ethiopian Automotive & Sales S. Co.0
P.O. Box 3369, Addis Ababa

E.R.A.A. Private Ltd., Co.,
P.O.Box 850, Asmara

IRGA P.L.C. (Industrial Ricostruzioni Gomma)
P.O.Box 834, Asmara

Jas Hansen & Soahne (Eth.) Ltd.,
P.O.Box 1501, Addis Ababa

Lancia & Co. Private Ltd.,
P.O. Box 237, Asmara

Livierato Aristidis,
P.O. Box 266, Addis Ababa

Mandalidis Brothers Ltd.
P.O.Box 958, Addis Ababa

Meucci Aurelio,
P.O. Box 655, Addis Ababa

Hearld A.L.
P.O. Box 1508, Addis Ababa

Meyer J. Ahronee,
P.O. Box 532, Addis Ababa

Motor Truck Co. Ltd.,
P.O.Box 532, Addis Ababa

Orbis Trading and Technical Center,
P.O.Box 321, Addis Ababa

Paul Ries & Sons (Eth.) Ltd.,
P.O. Box 3659, Addis Ababa

Red Sea Foreign Trade Enterprise,
P.O. Box 110, Asmara

SACAFET s.p.a.,
P.O.Box 461, Addis Ababa

Seferian & Co. (Eth.) Ltd.,
P.O.Box 64, Addis Ababa

Seferian & Co. (Eritrea) Ltd.,
P.O. Box 341, Asmara

Vigliano Mattia
P.O.Box 766, Asmara

Yugoinex Private Ltd., Co.,
P.O.Box 454, Addis Ababa

Bags. Jute & Gunny

Abdulkader Salem Bashanfer,
P.O.Box 73, Dire Dawa

Bourboulis G. & Sons & Co. Ltd.,
P.O. Box 756, Asmara

Cappellri Domenico,
P.O. Box 466, Asmara

Cimaglia A & Co. P.I.C.
P.O.Box 708, Asmara

Dhirjalal K. Ghelani,
P.O.Box 30 Dire Dawa

Manilal Jechand,
P.O.Box 104, Dire Dawa

Mansukhlal Popatlal Mehta,
P.O.Box 75, Dire Dawa

Batteries

AGECA (Eth.) Ltd. Co.,
P.O.Box 477, Asmara

Ahmed Abdo Nasher,
P.O.Box 824, Addis Ababa

Besse A. & Co. (Eth.) Ltd., S.C.
P.O.Box 1897, Addis Ababa

Besse A & Co. (Eth.) S.C.
P.O. Box 279, Asmara

Lupano Riccardo,
P.O. Box 675, Asmara

Motor Truck Co. Ltd.,
P.O. Box 532, Addis Ababa

Sefrian & Co. (Eritrea) Ltd.,
P.O. Box 341, Asmara

Bicycles & Spare Parts

The Arabian Trading Co. Ltd.,
P.O. Box 27, Addis Ababa

Gellatly, Hankey & Co. (Eth.) S.C.
P.O.Box 432, Addis Ababa

Serafini Pietro,
P.O.Box 230, Asmara

Vigliano Mattia,
P.O. Box 766, Asmara

Blankets & Bed Sheets

Ahmed Abdo Nasher,
P.O. Box 824, Addis Ababa

Ahmedally Shmsuddin & Co.
P.O.Box 148, Addis Ababa

Ahmed Sherian Mohammed,
P.O. Box 540, Addis Ababa

Ahmed Waejh Baateyah,
P.O.Box 1881, Addis Ababa

Akbarally Kamruddin & Co.,
P.O.Box 230, Addis Ababa

Allied Exporters Ltd.,
P.O.Box 515, Addis Ababa

Dalpat Kapurchand Doshi,
P.O.Box 158, Addis Ababa

The Ethiopian Grand Bazar,
P.O.Box 455, Addis Ababa

Mansukhlal Popathlal Mehta,
P.O.Box 75, Dire Dawa

Manilal Jechand,
P.O.Box 104, Dire Dawa

Mehta K.P.
P.O.Box 1223, Addis Ababa

Moolchand Devjee,
P.O.Box 1318, Asmara

Nazzamudin Mulla Amjee,
P.O.Box 45, Asmara

Parekh & Co. (Eth.) Ltd.,
P.O.Box 1867, Addis Ababa

Tewfik Sheriff & Co. Ltd.,
P.O.Box 640, Addis Ababa

Tushar Trading Co. Ltd.,
P.O.Box 974, Addis Ababa

Building Materials & Tools

Abdella M. Hakim,
P.O.Box 1092, Addis Ababa

Addis Commercial Private Ltd.,
P.O.Box 119, Addis Ababa

A.G.E.C.A.S.C.,
P.O.Box 876, Asmara

AGECA,
P.O.Box 477, Addis Ababa

Alfredo Rosigno,
P.O.Box 3215, Addis Ababa

Amiran Ltd.,
P.O.Box 3103, Addis Ababa

Antonatos Bros. & Co. Ltd.,
P.O.Box 786, Asmara

Arabian Trading Co. (Red Sea) Ltd.,
P.O.Box 1089, Asmara

Besse A. & Co. (Eth.) Ltd., S.C.
P.O.Box 1897, Addis Ababa

Besse A. & Co. (Eth.) Ltd., S.C.
P.O.Box 279, Asmara

Bourboulis G. & Sons & Co. Ltd.,
P.O.Box 756, Asmara

Calestrini M. (Eritrea)
P.O.Box 194, Asmara

Commercial Agency Co. Ltd.,
P.O.Box 761, Addis Ababa

De Leonardis Salvatore,
P.O.Box 77, Itegue Taitu St. Asmara

EASSCO (The Ethiopian Automotive Service
& Sales Co.)
P.O. Box 3369, Addis Ababa

Ethio-Commerce,
P.O.Box 875, Addis Ababa

Ethio-Engineering Co. Ltd.,
P.O.Box 2324, Addis Ababa

Ethiopean Share Co.,
P.O.Box 134, Dire Dawa

Favetti Fagotti & Co. (Eth.)
Private Ltd. Co.,
P.O.Box 689, Asmara

Fisshazion Gebrehiwot,
P.O. Box 1975, Addis Ababa

Genetrade Co. Ltd.,
P.O.Box 1853, Addis Ababa

Getachew Gehre Yohannes,
P.O.Box 2311, Addis Ababa

Ghaleb Mourice,
P.O.Box 55, Addis Ababa

Giryagos Bissada
P.O.Box 1689, Addis Ababa

Han Herbert,
P.O. Box 13, Addis Ababa

Impres Costruzione Geom. Chiarle,
P.O.Box 20, Adom Tesfazion St., Asmara

International Trading Co. (The)
P.O.Box 1048, Addis Ababa

Kothari J.J. Co.(Eth.) Ltd.,
P.O.Box 171, Addis Ababa

Kothari Trading Private Co. Ltd.,
P.O. Box 1873, Addis Ababa

Lazaridis N.,
P.O.Box 1774, Addis Ababa

Leon's Mercantile
P.O.Box 249, Addis Ababa

Liverato Maison F.,
P.O.Box 1699, Addis Ababa

Lombardo A. & Flli Private Ltd.,
P.O.Box 4, Barentu,
St. Asmara

Makris C.N. & Co. Ltd.,
P.O.Box 1487, Addis Ababa

Mansukhlal N. Domadia,
P.O.Box 1315, Addis Ababa

Mesfin Gebre-Yesus,
P.O.Box 1991, Addis Ababa

Mohamed Addous Gharad,
P.O.Box 1427, Addis Ababa

Myrialis A.P.Co. Ltd.,
P.O.Box 1507, Addis Ababa

Nvnitbhai Mahendra Patel & Co.
P.O.Box 1138, Addis Ababa

Hazmuddin Mulla Amjee,
P.O.Box 45, Asmara

Neophytos J.,
P.O.Box 1150, Addis Ababa

Omar Yacob Keval,
P.O.Box 480, Asmara

Patel Brothers (Eth.) Ltd. P.L.C.
P.O.Box 9, Addis Ababa

Red Sea Foreign Trade Enterprise,
P.O.Box 110, Asmara

SOCOMIR
P.O.Box 552, Asmara

Shalom Shelemay,
P.O.Box 50, Addis Ababa

Shantilal & Co. (Eth.) Ltd.,
P.O.Box 1744, Addis Ababa

Silvestri Nicola S.C.,
P.O.Box 461, Asmara

S.A.C.I.S.A.,
P.O. Box 362, Asmara

Selicato Guisepppe,
P.O.Box 100, Asmara

S. General Import &
Export Commission Agency,
P.O.Box 3568, Addis Ababa

Tazzari & C. Private Ltd., Co.,
P.O.Box 29, Asmara

Universal Trading Co. Ltd.,
P.O. Box 1714, Addis Ababa

Valendis Bros. Co. Ltd.,
P.O.Box 5, Dire Dawa

Velissariou (Eth.) Ltd.,
P.O.Box 123, Addis Ababa

Yervanian M.,
P.O.Box 376, Addis Ababa

Cable Wire & Appliances

Ethiopian Commercial Asmara-Massawa Pvt. Ltd.,
P.O.Box 52/54, Ras Alula Av., Asmara

Fissahazion Gebre-Hiwet,
P.O.Box 1975, Addis Ababa

Gandini Giovanni,
P.O.Box 170, Asmara

Philips (Eth.) Ltd., S.C.
P.O.Box 659, Addis Ababa

Car Accessories & Spare Parts

Besse A. & Co. (Eth.) S.C.
P.O.Box 279, Asmara

D'Amico & Pichi Company Pvt. Ltd. Co.,
P.O.Box 793, Asmara

Derentz Y.,
P.O.Box 1199, Addis Ababa

Ethio-Engineering Co. Ltd.,
P.O.Box 2324, Addis Ababa

Mesfin Gebre-yesus
P.O.Box 1991, Addis Ababa

SACA Auto Supply Parts Pvt. Ltd. Co.
P.O.2950, Addis Ababa

Selicato Giuseppe,
P.O.Box 100, Asmara

Carpets

Ahmed Abdo Nasher,
P.O.Box 824, Addis Ababa

Ahmedally Shamsuddin & Co.
P.O.Box 148, Addis Ababa

Ahmed Sherian Mohammed,
P.O.Box 540, Addis Ababa

Garabedian Eduard,
P.O.Box 184, Addis Ababa

Hasanally Aladdin & Sons,
P.O.Box 1095, Addis Ababa

Karibian V.
P.O.Box 1095, Addis Ababa

Mario Barbano,
P.O.Box 14, Dire Dawa

Mohammed Omar Berkat Bajeba,
P.O.Box 515, Asmara

Mansur Yohooda Shoa,
P.O.Box 22, Asmara

Ramanuj G. K.,
P.O.Box 294, Addis Ababa

Sharafally Mohammedally & Co.,
P.O.Box 202, Addis Ababa

Universal Trading Co.Ltd.,
P.O.Box 1714, Addis Ababa

Cement

Antonatos Bros. & Co. Ltd.,
P.O.Box 786, Asmara

Cimaglia A. & Co. Pvt. Ltd. Co.,
P.O.Box 708, Asmara

Ethiopia Commercial Asmara-Massawa
(ECAM) P.L.C.,
P.O.Box 52/54, Ras Alula Av., Asmara

Giryagos Byssada,
P.O.Box 1689, Asmara

Molinari Virgilio,
P.O.Box 666, Asmara

Chemical Products

Aerated Water of Harrar S.C. (The)
P.O.Box 35, Dire Dawa

AGECA (Eth.) Ltd. Co.,
P.O.Box 477, Asmara

AGECA Private Ltd. Co.,
P.O.Box 876, Asmara

Alexandrakis K. Co. Private Ltd.,
P.O.Box 167, Addis Ababa

Amiran Ltd.,
P.O.Box 3103, Addis Ababa

Assco Shoes Factory
P.O.Box 802, Addis Ababa

Bahardar Textile Mills S.C.
P.O.Box 1125, Addis Ababa

Besse A. & Co. (Eth.) Ltd. S.C.
P.O.Box 1897, Addis Ababa,

Besse A. & Co. (Eth.) Ltd., S.C.
P.O.Box 279, Asmara

Blue Nile Trading Co.,
P.O.Box 3512, Addis Ababa

Bottling Co. of Eth.
P.O.Box 1346, Addis Ababa

Calestrini M. (Eritrea)
P.O.Box 194, Asmara

Calestrini M. (Ethiopia)
P.O.Box 1063, Addis Ababa

Calzaturificio Cipolini Guiseppe
P.O.Box 831, Asmara

CHEFIMA (Eth.) Private Ltd.,
P.O.Box 3359, Addis Ababa

D'Amico & Pichi Co. Private Ltd.,
P.O.Box 793, Asmara

Darmar Co. (Eth.) Ltd. Private Co.,
P.O.Box 1641, Addis Ababa

Ethio-Commerce,
P.O.Box 875, Addis Ababa

Ethiopian Sewing Thread Factory,
P.O.Box 1119, Addis Ababa

Ethiotal Trading Co. Ltd.,
P.O.Box 3362, Addis Ababa

Gellatly Hankey & Co.,
P.O.Box 482, Addis Ababa

Gellatly Hankey & Co.,
P.O.Box 906, Asmara

Guarniero Annibale & Co.,
P.O.Box 5, Avenue Emp. Zera Jacob Asmara

Harar Trading Co. Ltd.,
P.O.Box 196, Dire Dawa

Hagos Enterprise
P.O.Box 2238, Addis Ababa

Herald A.L.
P.O.Box 1508, Addis Ababa

Indo-Ethiopian Textile S.C.
P.O.Box 1041, Addis Ababa

International Trading Co.(Eth.)S.C.
P.O.Box 1048, Addis Ababa

Molingri Virgilio
P.O.Box 666, Asmara

Motor & Engineering Co. of Eth.
P.O.Box 1767, Addis Ababa

National Chemical Industries Co.P.L.C.
P.O.Box 1127, Addis Ababa

Navnitbhai Mahendra Patel & Co.
P.O.Box 1138, Addis Abab

Patel (Eth.) Ltd.,
P.O.Box 757, Asmara

Patel (Eth.) Ltd.,
P.O.Box 426, Addis Ababa

Plastic Industry of Eth.
P.O.Box 2582, Addis Ababa

Pharma S.C.
P.O.Box 1122, Addis Ababa

Rappresentanze Private Ltd.,
P.O.Box 248, Asmara

Red Sea Foreign Trade Enterprise
P.O.Box 110, Asmara

Rubber & Canvas Shoe S.C.
P.O.Box 595, Addis Ababa

Sacif Private Ltd., Co.
P.O.Box 521, Asmara

S.A. The Hospital Farmacy Service
P.O.Box 208, Asmara

S.A.V.A.P.L.C.
P.O.Box 1140, Asmara

S. General Import &
Export Commission Agency
P.O.Box 3560, Addis Ababa

Silvestri Nicola,
P.O.Box 461, Asmara

Sivrisarian Agop,
P.O.Box 1029, Addis Ababa

Tabacchi Ing. Carlo
P.O.Box 732, Asmara

Tawfik Sheriff & Co. Ltd.,
P.O.Box 640, Addis Ababa

Tielle Di Alberto Bagio
P.O.Box 599, Asmara

United Oil Mills,
P.O.Box 1175, Addis Ababa

Xuereb J. (Eth.) Share Co.
P.O.Box 730, Asmara

China & Glassware

Bahaadad . & Partners,
P.O.Box 768, Asmara

Costas Costadimas,
P.O.Box 73, Addis Ababa

Doshi C & T.M.
P.O.Box 374, Addis Ababa

EMPORIUM

P.O.Box 552, Addis Ababa

Ethiopian Grand Bazar (The)
P.O.Box 455, Addis Ababa

Gandin Giovanni,
P.O.Box 170, Asmara

Mohammed Salem Abubeker Bazara & Son,
P.O.Box 616, Asmara

Mousa Mahamed Kechia,
P.O.Box 2213, Addis Ababa

Mazmuddin Mulla Amjee,
P.O.Box 45, Asmara

Omar Yacob Keval,
P.O.Box 480, Addis Ababa

Politaridis Dott. John,
P.O.Box 734, Asmara

Saleh Vittorio,
80, Itegue Taitu Street, Asmara

Shah. H.H.
P.O.Box 2570, Addis Ababa

Shantilal & Co. (Eth.) Ltd.,
P.O.Box 1744, Addis Ababa

Cigarettes, Tobacco and Smoking Pipes

~~Adra~~ Grocery,
P.O.Box 25, Addis Ababa

Imperial Ethiopian Tobacco Monopoly,
P.O.Box 522, Addis Ababa

IRGA P.L.C.
P.O.Box 834, Asmara

Seferafino Pietro,
P.O.Box 230, Asmara

Clothings-Underwears

Abdulkawi Modera El. Kihrbash & Son
P.O.Box 470, Addis Ababa

Admasu Semma,
P.O.Box 1970, Addis Ababa

Arabian Trading Co. (Red Sea) Ltd.,
P.O.Box 1089, Asmara

De Boni Antonio "all'onesta",
P.O.Box 34, Asmara

Hamud Mohammed Abdella,
P.O.Box 1126, Addis Ababa

Madhavdas Karsandas,
P.O.Box 907, Asmara

Mansur Yohoda Shoa,
P.O.Box 22, Asmara

Mehta H.A.,
P.O.Box 1054, Addis Ababa

Nishan (KH) Sakadjian,
P.O.Box 951, Addis Ababa

Omar Abdella S. Elaghil,
P.O.Box 1581, Addis Ababa

Pellizzari Attilio,
P.O.Box 378, Asmara

Silvestri Vittorio,
P.O.Box 120, Ave. Haile Selassie, Asmara

Slaim Ahmed El. Mohadar,
P.O.Box 1691, Addis Ababa

Serafini Pietro,
P.O.Box 230, Asmara

Shah I. H.
P.O.Box 2570, Addis Ababa

Tiello Do Alberto Baggio,
P.O.Box 599, Asmara

Vigliano Mattia,
P.O.Box 766, Asmara

Corrugated Iron & Steel Sheets

Abdulkader Salem Bashanfer,
P.O.Box 73, Dire Dawa

Antonatos Bros. & Co. Ltd.,
P.O.Box 786, Asmara

Cimaglia A. & Co. P.L.C.
P.O.Box 708, Asmara

Desai Brothers (Eth.)
P.O.Box 1042, Addis Ababa

Gulilat Wolde Yohannes,
P.O.Box 421, Addis Ababa

Haile Meketa,
P.O.Box 242, Addis Ababa

Kothari Trading Private Co. Ltd.,
P.O.Box 1873, Addis Ababa

Lombardo A. F.lli Private Ltd. Co.
P.O.Box 4, Barentu St., Asmara

Makris C.N. & Co. Ltd.,
P.O.Box 1487, Addis Ababa

Mansuklal N. Damadia,
P.O.Box 1315, Addis Ababa

Moolchand Devjee (General Partners)
P.O.Box 584, Asmara

Nagindas & Brothers,
P.O.Box 839, Addis Ababa

Navnitbhai Mahedra Patel & Co.
P.O.Box 1138, Addis Ababa

Cotton

Indo Ethiopian Textile,
P.O.Box 1041, Addis Ababa

Cutlery

Ahmed Sherian Mohamed,
P.O.Box 540, Addis Ababa

Barna Di Salvatore Amorso,
P.O.Box 1058, Asmara

Dhirjalal K. Ghelani,
P.O.Box 30, Dire Dawa,

Ethiopian Grand Bazar (The)
P.O.Box 455, Addis Ababa

Faletta Santo,
P.O.Box 654, Asmara

Mehta B & K.K.
P.O.Box 3586, Addis Ababa

"Novis" di Alberto Frezza,
P.O.Box 759, Asmara

Diesel & Petrol Engines

Berti Giorgio,
P.O.Box 202, Asmara

SOCOMAR
P.O.Box 1290, Addis Ababa

Drugs & Pharmaceuticals

Addis Commercial Private Ltd. Co.,
P.O.Box 119, Addis Ababa

AGECA (Eth.) Ltd. Co.,
P.O.Box 477, Addis Ababa

AGECA Private S.C.
P.O.Box 876, Asmara

Arabian Trading Co. Ltd.,
P.O.Box 23, Addis Ababa

Arabian Trading Co.(Red Sea) Ltd.,
P.O.Box 1089, Asmara

Aske Estifanos,
P.O.Box 1514, Addis Ababa

Bahaddad & Co. Partners (General Partnership)
P.O.Box 768, Asmara

Besse A. & Co. (Eth.) Ltd. S.C.
P.O.Box 1897, Addis Ababa

Besse A. & Co. (Eth.) Ltd. S.C.
P.O.Box 279, Asmara

Blue Nile Trading Co.
P.O.Box 3521, Addis Ababa

Benvecchiato & Co.
P.O.Box Box 548, Asmara

Cantarella F. & Co. Ltd.,
P.O.Box 1806, Addis Ababa

D'Amico & Pichi Co. P.L.C.
P.O.Box 793, Asmara

Ethiopian Parmaceutical S.C.
P.O.Box 2049, Addis Ababa

Ethiopian Trading Co. Ltd.
P.O.Box 3362, Addis Ababa

Ethio-Stock Ltd.,
P.O.Box 1091, Asmara

Falletta Santo,
P.O.Box 654, Asmara

Hagos Enterprise,
P.O.Box 2238, Addis Ababa

Herald A. L.
P.O.Box 1508, Addis Ababa

International Trading Co. (Eth.) S.C.
P.O.Box 1048, Addis Ababa

Jos Hansen & Sohne (Eth.) Ltd.,
P.O.Box 1501, Addis Ababa

Kothari Trading Private Ltd.,
P.O.Box 1873, Addis Ababa

Kurzwell B.
P.O. Box 1304, Addis Ababa

Liverato Maison F.
P.O.Box 1699, Addis Ababa

Motor & Engineering Co. (Eth.) Ltd. S.C.
P.O.Box 1767, Addis Ababa

Navintibahai Mahedra Patel & Co.,
P.O.Box 1138, Addis Ababa

Patel (Eth.) Ltd.,
P.O.Box 426, Addis Ababa

Paul Ries & Sons (Eth.) Ltd.,
P.O.Box 738, Addis Ababa

Pharma S.C.
P.O.Box 1122, Addis Ababa

Private Enterprise
P.O.Box 721, Addis Ababa

Public Pharmacy,
P.O.Box 1906, Addis Ababa

Ralli Bros. (Eth.) Ltd.,
P.O.Box 2169, Addis Ababa

Rappresentanae Private Co.
P.O.Box 248, Asmara

Red Sea Foreign Trade Enterprise,
P.O.Box 110, Asmara

Sacif Private Ltd. Co.,
P.O.Box 521, Asmara

Saint Gabriel Pharmacy
P.O.Box 721, Addis Ababa

S/A The Hospital & Pharmacy Service,
P.O.Box 208, Asmara

Silvestri Nicola Share Co.
P.O.Box 461, Asmara

Tielle Di Alberto Baggio,
P.O.Box 599, Asmara

Tonna Eugenio Private Ltd. Co.
P.O.Box 724, Asmara

Vosikis D. & Son Ltd.
P.O.Box 1850, Addis Ababa

Whery Medica (Eth.) Ltd.,
P.O.Box 1437, Addis Ababa

Yugo-Inex Private Ltd. Co.
P.O.Box 454, Addis Ababa

Dye Stuff

Abubaker Mohamed Sheakh
P.O.Box 816, Addis Ababa

Bahrdar Textile S.C.
P.O.Box 1125, Addis Ababa

Ethiopian Sewing Thread (S.C.)
P.O.Box 1119, Addis Ababa

National Textile S.C.
P.O.Box 2582, Addis Ababa

Navanitbahai Mahendra Patel,
P.O.Box 1138, Addis Ababa

Reppresentanze Private Ltd.
P.O.Box 248, Asmara

Patel (Eth.) Ltd.,
P.O.Box 426, Addis Ababa

Electric Motor Machineries and Spare Parts

Berti Giorgio
P.O.Box 202, Asmara

"Hagbes"
P.O.Box 1044, Addis Ababa

Intropa Trading Co. Ltd.
P.O.Box 1109, Addis Ababa

Jos Hansen & Soheon (Eth.) Ltd.,
P.O.Box 1501, Addis Ababa

Khoudanian Manoug,
P.O.Box 985, Addis Ababa

Ciprani Evaristo,
P.O.Box 398, Addis Ababa

Orbis Trading & Technical Center,
P.O.Box 321, Addis Ababa

Poorswani G.O. & Co. S.C.
P.O.Box 121, Asmara

Seferian & Co.(Eth.) Ltd.
P.O.Box 64, Addis Ababa

SOCOMAR
P.O.Box 1290, Addis Ababa

Tedla Desta & Co.
P.O.Box 1533, Addis Ababa

Electrical Equipment and Appliances

Amiran Ltd.
P.O.Box 3103, Addis Ababa

Amiran Ltd.
P.O.Box 846, Asmara

Antona G.
P.O.Box 1439, Addis Ababa

Antona Roberto
P.O.Box 1439, Addis Ababa

The Arabian Trading Co. Ltd.,
P.O.Box 23, Addis Ababa

Bini Raffaello,
P.O.Box 122, Asmara

Cipriani Evaristo,
P.O.Box 398, Asmara

Costas Costadimas,
P.O.Box 73, Addis Ababa

Ethiopian Commercial Asmara-Massawa,
(E.C.A.M.) Asmara Private Ltd.
P.O.Box 52/54, Ras Alula Av., Asmara

Foto Ottica Vaghi
P.O.Box 114, Asmara

Gandini Giovanni
P.O.Box 170, Asmara

Madhavadas Karsandas,
P.O.Box 907, Asmara

Mondadori Renato,
P.O.Box 88, Ave. Empress, Asmara

Nagindas Bros.
P.O.Box 839, Addis Ababa

Nazzumudin Mulla Amijee,
P.O.Box 45, Asmara.

Petram Co. Ltd.
P.O.Box 707, Addis Ababa

Red Sea Foreign Trade Enterprise,
P.O.Box 110, Asmara

Rosa Ettore,
P.O.Box 133, Ave., Addis Ababa

Serafini Pietro,
P.O.Box 230, Asmara

Vigliano Mattia,
P.O.Box 766, Asmara

Enamel & Bronze Ware

Bhaddad & Partners,
P.O.Box 768, Asmara

Banin Israel,
P.O.Box 1050, Asmara

Osman Saeed (Haji)
P.O.Box 246, Dire Dawa

Mohamed Salem Abubaker Bazara & Co.,
P.O.Box 616, Addis Ababa

Mousa Mohamed Keckia,
P.O.Box Box 2213, Addis Ababa

Said Abdella Bahadad,
P.O.Box 768, Asmara

Tjombanos,
P.O.Box 485, Addis Ababa

P.O.Box 133, Ave., Addis Ababa

Rosa Ettore,
Asmara

S.A.V.P.L.C.
P.O.Box 1140, Asmara

S.O.C.O.M.A.R.
P.O.Box 1290, Addis Ababa

Fancy Goods

Abdulahi Ahmed Hassan Sheriff,
P.O.Box 1216, Addis Ababa

Adamu Workneh,
P.O.Box 97, Addis Ababa

Desai Bros. (Eth.) P.C.Ltd.,
P.O.Box 1042, Addis Ababa

Osman Saeed (Haji)
P.O.Box 246, Dire Dawa

Shantilal Valjee,
P.O.Box 2130, Addis Ababa

Fertilizers & Insecticides

AGECA Private Share Co.
P.O.Box 876, Asmara

The Arabian Trading Company
P.O.Box 23, Addis Ababa

Cappelli A.
P.O.Box 3270, Addis Ababa

Cantarella F.
P.O.Box 1806, Addis Ababa

Consozcion Agrario Dell,
P.O.Box 1055, Asmara

Hagos Enterprise,
P.O.Box 2238, Addis Ababa

The International Trading Co.
P.O.Box 1048, Addis Ababa

Petram Co. Ltd.,
P.O.Box 707, Addis Ababa

Private Enterprise
P.O.Box 721, Addis Ababa

Rappresentaze Private Ltd.
P.O.Box 248, Asmara

Saferian & Co. (Eritrea) Ltd.,
P.O.Box 341, Asmara

TAC Agency,
P.O.Box 61, Addis Ababa

Food Stuffs & Confectionery

Abdu Ghani Demmaj
P.O.Box 3374, Addis Ababa

Abdula Omar Bahjiri,
P.O.Box 310, Addis Ababa

Abdul Kader Tahabit Mohamed,
P.O.Box 213, Dire Dawa

Achkar D. Georges,
P.O.Box 100 Addis Ababa

Adwa Grocery,
P.O.Box 25, Addis Ababa

AGECA Private Share Co.,
P.O.Box 876, Asmara

AGECA (Eth.) Co.
P.O.Box 477, Addis Ababa

Ahmed Abdu Nasher,
P.O.Box 824, Addis Ababa

Amalgamated Africa Private Ltd.,
P.O.Box 887, Asmara

Amiran Ltd.,
P.O.Box 846, Asmara

Amiran Ltd.,
P.O.Box 3103, Addis Ababa

Arabian Trading Co. Ltd. (The)
P.O.Box 23, Addis Ababa

Banin Israel,
P.O.Box 1050, Asmara

BENEMARC Private Ltd.,
P.O.Box 18, Awassa St., Asmara

Benno Stoessler & Co.
P.O.Box 7, Carrara St., Asmara

Besse A. & Co. (Eth.) Ltd. S.C.
P.O.Box 1397, Addis Ababa

Besse A. & Co. (Eth.) Ltd. S.C.
P.O.Box 279, Asmara

Bugagli Rag. Francesco
P.O.Box 355, Asmara

Cappelli A. & Co. (Eth.) S.C.
P.O.Box 3270, Addis Ababa

Charalambas N. Tsimas
P.O.Box 3090, Addis Ababa

Carluezzolo Arture,
P.O.Box 19, Asmara

Cimaglia A. & Co. Ltd. P.L.C.
P.O.Box 708, Asmara

D'Amico & Pichi Co. Private Ltd. Co.
P.O.Box 793, Asmara

Desai Bros. (Eth.) Ltd. P. Ltd.
P.O.Box 1042, Addis Ababa

Doshi C.& T.M.
P.O.Box 374, Addis Ababa

Economou Evangelos,
P.O.Box 179, Asmara

Ethio-Commerce,
P.O.Box 875, Addis Ababa

Ethiotal Trading Co. Ltd.
P.O.Box 3362, Addis Ababa

Favetti Fagilli & Co. P.Ltd. Co.
P.O.Box 689, Asmara

Garabedian Edward,
P.O.Box 184, Addis Ababa

Gellatly Hankey & Co.
P.O.Box 482, Addis Ababa

Gellatly Hankey & Co.
P.O.Box 906, Asmara

Genetrade Co. Ltd.
P.O.Box 1853, Addis Ababa

Gramaldi Massimo,
P.O.Box 179, Addis Ababa

Hagos Enterprise,
P.O.Box 2238, Addis Ababa

Herald A.L.
P.O.Box 1508, Addis Ababa

Joseph Gebrahiwot & Antonio Farte,
P.O.Box 10, 12, 14, Carrar St. Asmara

Kothari J.J. & Co. (Eth.) Ltd.
P.O.Box 171, Addis Ababa

Lazaridis N.
P.O.Box 1774, Addis Ababa

Meyer J. Ahronesio
P.O.Box 887, Asmara

MacDonald & Co. Ltd.
P.O.Box 359, Asmara

Mandalidis Bros.
P.O.Box 958, Addis Ababa

Mehta B. & K.K.
P.O.Box 3586, Addis Ababa

Mohamed Omar Berkat Bajeba
P.O.Box 515, Asmara

Parekh L.P. & Co. (Eth.) Ltd.,
P.O.Box 1867, Addis Ababa

Patel Brothers (Eth.) Ltd. P.L.C.
P.O.Box 9, Addis Ababa

Patel S.S. Eth. Ltd.
P.O.Box 573, Addis Ababa

Pelizzari Attilio,
P.O.Box 378, Asmara

Nazamuddin Mulla Amijee,
P.O.Box 45, Asmara

Osman Said Amudi Al Masri & Brothers,
P.O.Box 1038, Asmara

Premjee J. & Sons,
P.O.Box 1067, Addis Ababa

Petratos Gabriel S.
P.O.Box 2, Addis Ababa

Polytaridis N.A.
P.O.Box 1707, Addis Ababa

Ralli Brothers,
P.O.Box 2169, Addis Ababa

Rappresentanze Private Ltd. Co.
P.O.Box 248, Asmara

Rodighiero Rinaldo
P.O.Box 51, Assab

Salumificio Torinese Private Ltd. Co.
P.O.Box 1065, Asmara

Sargil Private Ltd.,
P.O.Box 878, Addis Ababa

Shantilal & Co. (Eth.) Ltd.,
P.O.Box 1744, Addis Ababa

Silvestri Nicola S.C.
P.O.Box 461, Asmara

Sunderji Kalidas & Sons (Eth.) .L.
P.O.Box 1243, Addis Ababa

Zolgliero Secondo,
P.O.Box 894, Asmara

Universal Trading Co.
P.O.Box 1714, Addis Ababa

Vaporidis Brothers,
P.O.Box 1084, Addis Ababa

Vigliano Mattia,
P.O.Box 766, Asmara

Vosikis D. & Son Ltd.,
P.O.Box 1850, Addis Ababa

Yugo-Inex Private Ltd.
P.O.Box 454, Addis Ababa

Footwear

Adamu Workneh
P.O.Box 97, Addis Ababa

Admasu Semma,
P.O.Box 1970, Addis Ababa

Ahmed Waejh Baateyah,
P.O.Box 1881, Addis Ababa

Ali Kaid Ali,
P.O.Box 1336, Addis Ababa

COMEX (Commercial Exchange Import-Export)
P.O.Box 952, Addis Ababa

Habibi A. Kebire & Co. Ltd. P.L.
P.O.Box 2405, Addis Ababa

Hamud Mohammed Abdella
P.O.Box 1126, Addis Ababa

Mehta H.A.
P.O.Box 1054, Addis Ababa

Mohamed Berhan Ahmed,
P.O.Box 651, Addis Ababa

Mohamed Nassie & Alli Nassi Sala Elaji,
P.O.Box 1973, Addis Ababa

Moses Cohen & Bros.,
P.O.Box 705, Asmara

Nazamuddin Mulla Amijee,
P.O.Box 45, Asmara

Pace Pietro,
Asmara

Said Kahsay,
P.O.Box 842, Addis Ababa

Saif Mohamed Masood,
P.O.Box 752, Addis Ababa

Salim Ahmed El. Mohader,
P.O.Box 1691, Addis Ababa

Shah H.H.
P.O.Box 2570, Addis Ababa

Shantilal Dayaljee,
P.O.Box 2130, Addis Ababa

Tewfik Sheriff & Co. Ltd.,
P.O.Box 640, Addis Ababa

Universal Trading Co. Ltd.,
P.O.Box 1714, Addis Ababa

Vigliano Mattia,
P.O.Box 766, Asmara

Fruits (Fresh & Dried)

Adwa Grocery,
P.O.Box 25, Addis Ababa

Rousso Angelo Antonia,
P.O.Box 1125, Asmara

S.T.M.Saba Share Co.,
P.O.Box 2142, Addis Ababa

Vaporidis Bros.
P.O.Box 1084, Addis Ababa

Furniture

Criveller Luigi,
P.O.Box 396, Addis Ababa

Ethio-International Private Co. Ltd.,
P.O.Box 2059, Addis Ababa

Ferrario Cessare
P.O.Box 77, Asmara

Gellatly Hankey & Co.
P.O.Box 482, Asmara

Mehta K.P.
P.O.Box 1223, Addis Ababa

Mosvold Co. (Eth.) Ltd. P.L.C.
P.O.Box 1371, Addis Ababa

Omar Yacob Keval,
P.O.Box 480, Addis Ababa

Patel Brothers (Eth.) Ltd. P.L.C.
P.O.Box 9, Addis Ababa

Ralli Brothers,
P.O.Box 2169, Asmara

Saci Share Co.
P.O.Box 1205, Asmara

Seferian & Co. (Eth.) Ltd.,
P.O.Box 341, Asmara

Shantilal & Co.,
P.O.Box 1744, Addis Ababa

Surmeyan B.I.
P.O.Box 209, Addis Ababa

Tallab Awad,
P.O.Box 339, Asmara

United Angle Ethiopian,
P.O.Box 727, Asmara

Vigliano Mattia,
P.O.Box 766, Asmara

Whery Medica (Eth.) Ltd.,
P.O.Box 1437, Addis Ababa

Generators, Pumps & Pipes

"Hagbes"
P.O.Box 1044, Addis Ababa

Motor & Engineering Co.
P.O.Box 1767, Addis Ababa

Motor Truck & Co. Ltd.,
P.O.Box 532, Asmara

Omar Yacob Kevel.
P.O.Box 480, Addis Ababa

Petram & Co. Ltd. (P.L.C.)
P.O.Box 707, Addis Ababa

S.A.C.I. S.A.
P.O.Box 362, Asmara

General

Abdella Mohammed Gonafer,
P.O.Box 1143, Asmara

Abdu Hussein F.LLI.
P.O.Box Box 585, Asmara

Alemkah Co.
P.O.Box 921, Asmara

Agricultural & Farming
Cooperation Society Ltd.,
P.O.Box 1683, Addis Ababa

Bahsad Hamed Saleh,
P.O.Box 23, Asmara

Cappelli A. & Co. P.L.C.
P.O.Box 282, Asmara

Cavalani Giorgio,
P.O.Box 4, Ave. Lionardo Da Vince, Asmara

Ethiopian Amalgamated Ltd. P.L.C.
P.O.Box 2090, Addis Ababa

Fanus Berachi,
P.O.Box 335, Asmara

Galtis Reno,
P.O.Box 1030, Addis Ababa

Heinrich Christen & Co.
P.O.Box 3417, Addis Ababa

Karicas D. & Sons (Eth.) Ltd.
P.O.Box 108, Dire Dawa

Kidane Beyene,
P.O.Box 1309, Addis Ababa

Ligure Commercial General Partnership,
P.O.Box 169, Asmara

Magul Ali,
P.O.Box 1124, Asmara

Mitchell Cotts & Co. (Eth.) Ltd.
P.O.Box 527, Addis Ababa

MOENCO Ltd. Ali Mohamed Osman,
P.O.Box 913, Asmara

Moledina Hassan Abdul Kerim,
P.O.Box 1019, Asmara

Mulla Amigi Gulamhussein,
P.O.Box 89, Asmara

Myriallia Papaphilippou & Co. Ltd.
P.O.Box 1022, Asmara

Myriallis George P.
P.O.Box 1853, Addis Ababa

Nakas N.T.
P.O.Box 1081, Addis Ababa

National Export Trading Private Ltd. Co.
P.O.Box 117, Asmara

Ranesi Bruno,
P.O.Box 625, Asmara

S.A.B.A. Trading,
P.O.Box 367, Asmara

Salem Ubed Baoesci,
P.O.Box 1109, Asmara

Salim Abdella Bagerah,
P.O.Box 1269, Addis Ababa

S.A.O.T.A.C. Private Ltd.,
P.O.Box 869, Asmara

Saragas M.
P.O.Box 1600, Addis Ababa

Sartorio Ferrero I
P.O.Box 788, Asmara

Schionato Dino,
P.O.Box 98, Asmara

Serag Omar,
P.O.Box 80, Saleh Kekia St., Asmara

Shahar Ahmed Tahar,
P.O.Box 1010, Addis Ababa

Gift Articles

Bruna Di Salvatore Amarose,
P.O.Box 1058, Asmara

Costas Costadimas,
P.O.Box 73, Addis Ababa

Knadjian Antranig & Co.
P.O.Box 1148, Addis Ababa

Liquigas Eriterea-Eth.
Ave. H. Selassise, Asmara

Madhavadas Karsandas,
P.O.Box 907, Asmara

Mansur Yahoda Shoa,
P.O.Box 22, Asmara

Mehta H.A.
P.O.Box 1054, Addis Ababa

Monaci Derna,
P.O.Box 1218, Asmara

Mosvold Co.(Eth.) Ltd.,
P.O.Box 1371, Addis Ababa

"Novis" Di Alberto Frezza,
P.O.Box 759, Asmara

Ramanuj G.K.
P.O.Box 294, Addis Ababa

Shashshkant Prabudas & Co. (Eth.) Ltd.
P.O.Box 1832, Addis Ababa

Swedish Ethiopian Co. Ltd.
P.O.Box 264, Addis Ababa

T.A.C.Agency,
P.O.Box 61, Addis Ababa

T.R.I.A.
Lion of Judah Sq. Asmara

Ufficio Commercial Britrea S/A
P.O.Box 801, Asmara

Valaperta Co.(Eritrea) P.L.C.
P.O.Box 76, Asmara

Varali Alfredo,
P.O.Box 390, Asmara

Yousif Ahmed Bassaad,
P.O.Box 344, Asmara

Zaki R. El. Masry
P.O.Box 1556, Addis Ababa

Zewditu Ambatchew,
P.O.Box 2650, Addis Ababa

Rosa Ettore
P.O.Box 133, Ave. A.A., Asmara

Surmewan B.I.
P.O.Box 209, Addis Ababa

Tusher Trading Co. Ltd.,
P.O.Box 974, Addis Ababa

Glassbeads

Akbarally Vazirally Modi & Co.
P.O.Box 304, Addis Ababa

Anilkumar & Co.(Eth.) Ltd.
P.O.Box 730, Addis Ababa

Glassware

AGECA (Ethiopia) Co.
P.O.Box 477, Addis Ababa

Gugsa Donsa,
P.O.Box 3548, Addis Ababa

Mohamed Ahmed Ture,
P.O.Box 2103, Addis Ababa

Mousa Mohamed Keckia,
P.O.Box 2213, Addis Ababa

Red Sea Foreign Trade Eth.
P.O.Box 110, Asmara

Shah H.H.
P.O.Box 2570, Addis Ababa

Handicraft & Woodenware

Bruna Di Salvatore Amoraco
P.O.Box 1058, Asmara

"NOVIS" Di Alberto Frezza,
P.O.Box 759, Asmara

Ramanuj G. K.
P.O.Box 294, Addis Ababa

Hard & Soft Board

Alemayehu Borga
P.O.Box 3100, Addis Ababa

Makris C.N.
P.O.Box 1487, Addis Ababa

Omar Yacob Keval
P.O.Box 480, Addis Ababa

Premjee J. & Sons
P.O.Box 1067, Asmara

Pogharian Krikor,
P.O.Box 1592, Asmara

Sivrisarian Agop,
P.O.Box 1029, Asmara

United Anglo-Ethiopian,
P.O.Box 727, Asmara

Vaskin V. Woodwork,
P.O.Box 3031, Addis Ababa

Hardware

Bahaddad & Partners
P.O.Box 766, Asmara

De Lionardis Salvatore,
P.O.Box 77, Itegue Taitu Street.

Ethiopian Commercial Asmara-Massawa
(E.C.A.M.) Asmara P.L.C.
P.O.Box 52/54, Ras Alula Ave, Asmara

Gulilat Wolde Yohannes
P.O.Box 421, Addis Ababa

"Hagbes"

P.O.Box 1044, Addis Ababa

Harar Trading Co. Ltd.

P.O.Box 196, Dire Dawa

Gulamaly Hatimbhey,

P.O.Box 489, Addis Ababa

La Forrmenta,

P.O.Box 811, Asmara

Leon's Mercantile,

P.O.Box 249, Addis Ababa

Live Stock Export

P.O.Box 3487, Addis Ababa

Madhavdas Karsandas,

P.O.Box 907, Asmara

Makris C. N.

P.O.Box 1487, Addis Ababa

Mario Barbano,

P.O.Box 14, Dire Dawa

Mohamed Addous Gharad,

P.O.Box 1427, Addis Ababa

Mohamed Ahmed Ture,

P.O.Box 2103, Addis Ababa

Mohamed Berhan Ahemd,
P.O.Box 651, Addis Ababa

Mohamed Salem Abubeker Bazara & Co.
P.O.Box 616, Asmara

Mousa Mohamed Keckla
P.O.Box 2213, Addis Ababa

Nizmuddin Mulla Amjee,
P.O.Box 45, Asmara

Neophytos J.
P.O.Box 1150, Addis Ababa

Patel Brothers (Eth.) Ltd. P.L.C.
P.O.Box 9, Addis Ababa

Politaridis Dott. John,
P.O.Box 734, Asmara

Red Sea Foreign Trade Enterprise,
P.O.Box 110, Asmara

Rossa Ettore,
P.O.Box 133, Ave. A.A. Asmara

Roussos G.N.
P.O.Box 960, Addis Ababa

S.A.C.I.S.A.
P.O.Box 362, Asmara

Said Kahsay,
P.O. Box 842, Addis Abeba

Shantilal & Co. (Eth.) Ltd.,
P.O.Box 1744, Addis Ababa

Shantilal & Co. (Eth) Ltd.,
P.O.Box 862, Addis Ababa

Velissariou (Eth.) Ltd.
P.O.Box 123, Addis Ababa

Vigliano Mattia,
P.O.Box 766, Asmara

Hosiery

Abubaker Mohamed Sheikh,
P.O.Box 816, Addis Ababa

Ahmed Sherian Mohamed,
P.O.Box 540, Addis Ababa

Ahmed Wajeh Baateyah,
P.O.Box 1131, Addis Ababa

Anilkumar Co. (Eth.) Ltd.,
P.O.Box 730, Asmara

Dhirjlal K. Ghelani,
P.O.Box 30, Dire Dawa

Hassanally Aladdin & Son
P.O.Box 1359, Addis Ababa

Mehta H.A.
P.O.Box 123, Addis Ababa

Mehta K.P.
P.O.Box 1223, Addis Ababa

Moolchand Devjee General Partnership
P.O.Box 1318, Addis Ababa

Moolchand Devjee,
P.O.Box 584, Asmara

Nazzmuddin Mulla Amjee,
P.O.Box 45, Asmara

Prantis Bros. Ltd. Co.
P.O.Box 63, Addis Ababa

Saif Mohamed Masood,
P.O.Box 752, Addis Ababa

Shantilal & Co. (Eth.) Ltd.
P.O.Box 1744, Addis Ababa

Shantilal Dayaljee,
P.O.Box 2130, Addis Ababa

Singer Sewing Machine Co.
P.O.Box 54, Addis Ababa

Sunderjee Kalidas & Sons (Eth.) P.L.
P.O.Box 1243, Addis Ababa

Tushar Trading Co. Ltd.,
P.O.Box 974, Addis Ababa

Universal Trading Co. Ltd.
P.O.Box 1714, Addis Ababa

Household Goods & Domestic Appliances

Ahmed Abdu Nasher,
P.O.Box 824, Addis Ababa

Arabian Trading Co. Ltd.(The)
P.O.Box 23, Addis Ababa

Bini Raffaello,
P.O.Box 122, Asmara

Calestrini M. (Eritrea),
P.O.Box 194, Asmara

Cappelli & Co.(Eth.) Ltd. S.C.
P.O.Box 3270, Asmara

Electro Commercial S.C.
P.O.Box 318, Addis Ababa

EMPORIUM,
P.O.Box 552, Addis Ababa

Ethiopian Grand Bazar(The)
P.O.Box 455, Addis Ababa

Gandini Giovanni,
P.O.Box 170, Asmara

Hamud Mohamed Abdella,
P.O.Box 1126, Addis Ababa

International Trading Co. (Eth.) S.C.(The)
P.O.Box 1048, Addis Ababa

La Ferramenta,
P.O.Box 811, Asmara

Liquigas Eritrea-Ethiopia,
Ave. H. Selassie I, Asmara

Mansuklal Domandia,
P.O.Box 1315, Addis Ababa

Mohammed Ahmed Ture
P.O.Box 2103, +Addis Ababa

Mohamed Salem Abubaker Bazar & Sons
P.O.Box 616, Asmara

Mondaori Renato,
P.O.Box 88, Av. Emp. Menen, Asmara

Mosvold Co. (Eth.) Ltd.
P.O.Box 1371, Addis Ababa

Mousa Mahmud Keckia,
P.O.Box 2213, Addis Ababa

Nazzmuddin Mulla Amijee,
P.O.Box 45, Asmara

"Novis" di Alberto Frezza,
P.O.Box 759, Asmara

Politaridis Dett. John
P.O.Box 734, Asmara

Philips Ethiopian (Private) Ltd.,
P.O.Box 659, Addis Ababa

Ramanuj G. K.
P.O.Box 294, Addis Ababa

Red Sea Foreign Trade Enterprises,
P.O.Box 110, Asmara

Rodighiero Rinaldo
P.O.Box 51, Assab

Rossa Ett
P.O.Box 113, Ave. A.A. Asmara

The Sewing Machine Import Enterprise of Eth.
P.O.Box 2119, Addis Ababa

Tazzari & Co. Private Ltd. Co.
P.O.Box 29, Asmara

Universal Trading Co. Ltd.,
P.O.Box 1714, Addis Ababa ,

Vigliano Mattia,
P.O.Box 766, Asmara

Industrial Machineries and Spare Parts

African Match & Paper Factory S.C.
P.O.Box 808, Asmara

AGECA Private S.C.
P.O.Box 876, Asmara

Alfredo Resigno,
P.O.Box 3215, Addis Ababa

Antona G.
P.O.Box 1439, Addis Ababa

Arcangeli L.
P.O.Box 175, Asmara

Arabian Trading Co.
P.O.Box 1089, Asmara

Berhanena Salem Printing Press,
P.O.Box 980, Addis Ababa

Berti Giorgio,
P.O.Box 202, Asmara

Bottling Co. of Eth. Ltd. (The)
P.O.Box 1346, Addis Ababa

Eourboulis G. & Son Co. Ltd.,
P.O.Box 756, Asmara

Chakes Avakian S.A. Sinaloo in Ethiopia,
P.O.Box 1200, Addis Ababa

CHEFIMA (Eth.) Private Ltd.,
P.O.Box 3359, Addis Ababa

COMEX-Commercial Exchange,
P.O.Box 952, Addis Ababa

Commercial Agency Co. Ltd.,
P.O.Box 761, Addis Ababa

Cotonificio Baratolo,
P.O.Box 787, Addis Ababa

Criveller Luigi,
P.O.Box 396, Addis Ababa

Ethio-Internal P.L.Co.
P.O.Box 2059, Addis Ababa

Ethio-Engineering Co. Ltd. P.L.C.
P.O.Box 2324, Addis Ababa

Ethiopian Sewing Thread (S.C.)
P.O.Box 1119, Addis Ababa

Grimaldi Massimo,
P.O.L. Box 179, Asmara

Ha Herbert (Ing.),
P.O.Box 13, Addis Ababa

Imperial Tobacco Monopoly,
P.O.Box 522, Addis Ababa

Indo-Ethiopian Textile S.C.
P.O.Box 1041, Addis Ababa

International Trading Co. S. C.(The)
P.O.Box 1048, Addis Ababa

Kaliti Food Products P.L.Co.
P.O.Box 1819, Addis Ababa

Kassa Haile,
P.O.Box 2715, Addis Ababa

Livierato Maison F.
P.O.Box 1699, Addis Ababa

Meta Abo Brewery,
P.O.Box 3351, Addis Ababa

Molinari Vigilio,
P.O.Box 666, Asmara

Motor Truck Co. Ltd.,
P.O.Box 532, Addis Ababa

Myriallis A. P.
P.O.Box 1507, Addis Ababa

Overseas Trading Co. Ltd.
P.O.Box 727, Asmara

Paul Ries & Sons (Eth.) Ltd.
P.O.Box 738, Asmara

Petratos G.
P.O.Box 2, Addis Ababa

Ralli Bros. Eth. Ltd.,
P.O.Box 2169, Addis Ababa

Red Sea Foreign Trade Enterprise,
P.O.Box 110, Asmara

S.A. C.I.S.A.
P.O.Box 362, Asmara

Salim Poulos & Girma Wolde Giorgis
P.O.Box 1404, Addis Ababa

S.A.V.A.P.L.C.
P.O.Box 1140, Asmara

Seferian & Co. (Eritrea) Ltd.
P.O.Box 341, Asmara

Seferian & Co. (Eth.) Ltd.,
P.O.Box 64, Addis Ababa

Shah H. H.
P.O.Box 2570, Addis Ababa

Silvestri Peitro,
P.O.Box 1246, Asmara

Sivrisarian Agop,
P.O.Box 1029, Asmara

Societe Des Salinies D' Assab S.C.
P.O.Box 788, Addis Ababa

S.T.E.Saba Share Co.
P.O.Box 2142, Addis Ababa

Tallab Awad Plastic-Metal Works,
P.O.Box 339, Asmara

Tectraco Technical Trading & Co.
P.O.Box 579, Addis Ababa

Tedla Desta & Co. Ltd.
P.O.Box 1533, Addis Ababa

Tesfa Printing Press
P.O.Box 3687, Addis Ababa

Union Trading Co.
P.O.Box 386, Aden

United Oil Mills Co. Ltd.
P.O.Box 1175, Addis Ababa

Yugo-Inex Private Ltd.,
P.O.Box 454, Addis Ababa

Iron and Wire Materials

Abedlla M. Hakimi,
P.O.Box 1092, Addis Ababa

Amropa Motors Co.(Eth.) Ltd.
P.O.Box 263, Addis Ababa

Antonatos Bros. & Co. Ltd.,
P.O.Box 786, Asmara

Arabian Trading Co. (The)
P.O.Box 23, Addis Ababa

Calestrini M.
P.O.Box 194, Asmara

Easco (Ethiopian Automotive Service & Sales)
P.O.Box 369, Addis Ababa

Kebede Mulatu,
P.O.Box 1537, Addis Ababa

Lombardo A. & F.lli Private Ltd. Co.
P.O.Box 4, Barentu Street, Asmara

Menfredo Menghetti,
P.O.Box 2, Assab

Molinari Virglio,
P.O.Box 666, Asmara

Omar Yacob Keval,
P.O.Box 480, Addis Ababa

Pantano F. & Schivia,
P.O.Box 4, Ave. Andennet, Asmara

Ironmongery

De Leonardi Salvatore,
P.O.Box 77, Iteqqe Taitu St.

Falletta Santo,
P.O.Box 654, Asmara

La Ferramenta,
P.O.Box 811, Asmara

Guorniero Annibale,
P.O.Box 5 Ave. Emp. Zere Jacob, Asmara

Lombardo A. & F. Ili,
P.O.Box 4, Barentu St. Asmara

Macdonald & Co. Ltd.,
P.O.Box 359, Asmara

Politaridis Dott. John,
P.O.Box 734, Asmara

S.A.C.I.S.A.
P.O.Box 362, Asmara

SOCOMAR,
P.O.Box 552, Asmara

Mohammed Salem Abubaker
P.O.Box 616, Asmara

Jewellery & Artificialware

Ali Ibrahim Besoir,
P.O.Box 1253, Asmara

Madhavdas Karsandas,
P.O.Box 907, Asmara

Osman Saeed (Haji)
P.O.Box 246, Dire Dawa

Teclu Desta,
P.O.Box 888, Addis Ababa

Knitting Goods

Abubaker Mohamed Sheik,
P.O.Box 816, Addis Ababa

Ahmed Abdu Naser
P.O. Box 824, Addis Ababa

Arabian Trading Co. Ltd. (The)
P.O.Box 23, Addis Ababa

Asfaw Gebre Kidan,
P.O.Box 784, Addis Ababa

Lubricating Oil & Greases

EASSO (Ethiopian Automotive Service & Sale)
P.O.Box 3369, Addis Ababa

Lancia & Co. Private Ltd.,
P.O.Box 237, Asmara

TRGA,
P.O.Box 834, Asmara

Medical, Surgical Instrument and Hospital Equipment

Ethiopian Pharmaceutical S.C.
P.O.Box 2049, Addis Ababa

Hagos Enterprise,
P.O.Box 2238, Addis Ababa

Kurzweil B.
P.O.Box 1304, Addis Ababa

North Ethiopian Trades,
P.O.Box 458, Asmara

Paul Ries & Sons (Eth.) Ltd.,
P.O.Box 3659, Addis Ababa

Philips Ethiopia Private Ltd.,
P.O.Box 659, Addis Ababa

Private Enterprise,
P.O.Box 721, Addis Ababa

Tiellie De Alberto Baggio,
P.O.Box 599, Asmara

Paints & Varnishes

Alemayehu Borga,
P.O.Box 3100, Addis Ababa

Amiran Ltd.,
P.O.Box 3103, Addis Ababa

Ethiopian Commercial Asmara-Massawa
(ECAM)
P.O.Box 52/54, Ave. Ras Alula, Asmara

Ethiopian Share Co.
P.O.Box 134, Dire Dawa

Harar Trading Co.
P.O.Box 196, Dire Dawa

Kothari Trading Private Ltd.
P.O.Box 1873, Addis Ababa

Fisheha Tsion Gebre H wot,
P.O.Box 1975, Addis Ababa

Hamud Mohamed Abdella,
P.O.Box 1126, Addis Ababa

Leon's Mercantile,
P.O.Box 249, Addis Ababa

Lombardo A.F.Ili. Private Ltd. Co.,
P.O.Box 4, Barentu, St. Asmara

National Chemical Industries Co. P.L.C.
P.O.Box 1127, Addis Ababa

Nazmuddin Mulla Amijee,
P.O.Box 45, Asmara

Navintibhai Mahedra Patel & co.
P.O.Box 1138, Addis Ababa

Omar Yacob Keval,
P.O.Box 480, Addis Ababa

Patel Brothers (Eth.) Ltd. P.L.C.
P.O.Box 9, Addis Ababa

Rossa Ettore,
P.O.Box 133, Ave. A.A. Asmara

Roussos G.N.
P.O.Box 960, Addis Ababa

SOCOMAR
P.O.Box 1290, Addis Ababa

Tazzari & Co. Private Ltd.,
P.O.Box 29, Asmara

United Anglo Ethiopian Enterprise Ltd.,
P.O.Box 727, Asmara

Vigliano Matia,
P.O.Box 766, Asmara

Yerevanian M.
P.O.Box 376, Addis Ababa

Perfumes & Cosmetics

Abdulahi Ahmed Hussen Sheriff,
P.O.Box 1216, Addis Ababa

Aboubaker Mohamed Sheikh,
P.O.Box 816, Addis Ababa

Adamu Workneh,
P.O.Box 97, Addis Ababa

Admasu Semma,
P.O.Box 1970, Addis Ababa

Ahmed Abdu Nasher,
P.O.Box 824, Addis Ababa

Arabian Trading Co. Ltd.(The)
P.O.Box 23, Addis Ababa

Bigagli Rag. Francesco,
P.O.Box 355, Asmara

Cappelli A. & Co. (Eth.) Ltd.
P.O.Box 3270, Addis Ababa

Cohen Menhahem Samuel,
P.O.Box 909, Asmara

D' Amico & Pichi Co. P. Ltd.,
P.O.Box 793, Asmara

Desai Bros. (Eth.) P.L.C.
P.O.Box 1042, Addis Ababa

Gandini Giovanni,
P.O.Box 170, Asmara

Habib A. Kebire & Co. P.L.
P.O.Box 2405, Addis Ababa

Hagos Enterprise,
P.O.Box 2238, Addis Ababa

Kurzweil B.
P.O.Box 1304, Addis Ababa

Mansur Yahoda Shoa,
P.O.Box 22, Asmara

Mohamed Berhan Ahmed
P.O.Box 651, Addis Ababa

Mohamed Omar Berkat Bajeha,
P.O.Box 515, Asmara

Pietratos Gabriel,
P.O.Box 2, Addis Ababa

Prantis Bros. Ltd. Pvt. Co.
P.O.Box 63, Addis Ababa

Ramanuj G. K.
P.O.Box 294, Addis Ababa

Reffo Alberto,
P.O.Box 79, Ave. H. Selassie Asmara

Sarafini Pietro,
P.O.Box 230, Asmara

Shah H.H.
P.O.Box 2570, Addis Ababa

Sheriff Trading Agency,
P.O.Box 1651, Addis Ababa

Silvestry Nicola S.C.
P.O.Box 461, Asmara

TAC Agency,
P.O.Box 61, Addis Ababa

Tagliero Secondo
P.O.Box 894, Asmara

Tallab Awad Plastic Metal Works,
P.O.Box 339, Asmara

Tewfik Sheriff & Co. Ltd.
P.O.Box 640, Addis Ababa

Pipes & Tubes

Alemayehu Borga
P.O.Box 3100, Addis Ababa

Fissehazion Gabre Hiwot,
P.O.Box 1975, Addis Ababa

"Hagbes" Hagop Behesnilian
P.O.Box 1044, Addis Ababa

Lancia & Co. Pvt. Ltd.,
P.O.Box 237, Asmara

Mesfin Gebre-Yesus
P.O.Box 1991, Addis Ababa

SOCOMAR
P.O.Box 1290, Addis Ababa

Plastic Goods

Hamud Mohamed Abdella
P.O.Box 1126, Addis Ababa

Lancia & Co. Pvt. Ltd.
P.O.Box 237, Asmara

Mohamed Ahmed Yousoof
P.O.Box 2329, Addis Ababa

Moolchand Devjee,
P.O.Box 1318, Addis Ababa

Nazmuddin Mulla Amijee,
P.O.Box 45, Asmara

Osman Saeed (Haji)
P.O.Box 246, Dire Dawa

Premjee & Sons,
P.O.Box 1067, Addis Ababa

Plastic Industry of Eth. S.C.
P.O.Box 2582, Addis Ababa

Ramanuj G. K.
P.O.Box 294, Addis Ababa

Plywood

Ethiopian Commercial Asmara-Massawa (ECAM)
P.O.Box 52/54, Ave. Ras Alula, Asmara

International Trading Co. S.C. (The)
P.O.Box 1048, Addis Ababa

Premjee J. & Sons
P.O.Box 1067, Addis Ababa

Vaskin V. Wood Work
P.O.Box 3031, Addis Ababa

Porcelain & Earthenware

Ahmed Waajh Baateyah,
P.O.Box 1881, Addis Ababa

Banin Israel,
P.O.Box 1050, Asmara

Bruna Di Salvatore Amoroso,
P.O.Box 1058, Asmara

Costas Costadimas,
P.O.Box 73, Addis Ababa

Gugsa Donsa,
P.O.Box 3548, Addis Ababa

Mohamed Salem Abubaker Bazara & Sons
P.O.Box 616, Asmara

Mousa Mohamed Keckia
P.O.Box 2213, Addis Ababa

"NOVIS" Di Alberto Frezza,
P.O.Box 759, Asmara

Said Abdella Bahaddad,
P.O.Box 768, Asmara

Saleh Vittorio
P.O.Box 80, Itagu Taitu Ave. Asmara

Shah H.H.
P.O.Box 2570, Addis Ababa

Tjombanos
P.O.Box 485, Addis Ababa

Printing Machines

Berhanena Selam Printing Press
P.O.Box 980, Addis Ababa

Central Printing Press
P.O.Box 1889, Addis Ababa

Ethiopian Printing Press,
P.O.Box 298, Addis Ababa

Mosvold Co. (Eth.) Ltd.,
P.O.Box 1371, Addis Ababa

Patel (Eth.) Ltd,
P.O.Box 426, Addis Ababa

Seferian & Co. Ltd.
P.O.Box 341, Asmara

St. George Printing Press P.L.Co.
P.O.Box 3018, Addis Ababa

Radios, Tape Recorders, Gramophones, Musical
Instruments & Spare Parts

Besse A. & Co. (Eth.) Ltd. S.C.
P.O.Box 1897, Addis Ababa

Besse A. & Co. (Eth.) Ltd. S.C.
P.O.Box 279, Asmara

Bini Raffaello
P.O.Box 122, Asmara

Cipriani Evaristo,
P.O.Box 398 Asmara

Costas Costadimas,
P.O.Box 73, Addis Ababa

Ethiopian Commercial Asmara-Massawa
(E.C.A.M.) Asmara Pvt. Ltd.
P.O.Box 52/54, Ave. Ras Alula, Asmara

Foto Ottica Vaghi,
P.O.Box 114, Asmara

International Trading Co. S.C.(The)
P.O.Box 1048, Addis Ababa

Lupano Riccardo,
P.O.Box 675, Asmara

Mehta H.A.
P.O.Box ~~1054~~, Addis Ababa

Monaci Derna,
P.O.Box 1218, Asmara

Orbis Trading & Technical Centre,
P.O.Box 321, Addis Ababa

Paul Ries & Sons (Eth.) Ltd.
P.O.Box 738, Asmara

Philips Ethiopian Private Ltd.
P.O.Box 659, Addis Ababa

Seferian & Co. (Eritrea) Ltd.
P.O.Box 341, Asmara

Seferian & Co. (Eth.) Ltd.
P.O.Box 64, Addis Ababa

Singer Sewing Machine Co.
P.O.Box 54, Addis Ababa

TAC Agency,
P.O.Box 61, Addis Ababa

Raw Materials

African Match and Paper Factory S.C.
P.O.Box 808, Asmara

Aluminium Factory Asmara Private Ltd.
P.O.Box 75, Asmara

Assco Shoe Factory,
P.O.Box 802, Addis Ababa

Bahar Dar Textile Mills S.C.
P.O.Box 1125, Addis Ababa

Black Pearl Limited Mills S.C.
P.O.Box 2405, Addis Ababa

Cimaglia A & Co. P.L.Co.
P.O.Box 708, Asmara

Contonificio Barattolo & Co. S.C.
P.O.Box 787, Asmara

Diabaco Cotton Co. Ltd.
P.O. Box 450, Addis Ababa

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Ethiopian Enterprise Ltd.
P.O.Box 1661, Addis Ababa

Ethiopian Sewing Thread Factory,
P.O.Box 1119, Addis Ababa

Meta Abo Brewery Ltd. Share Co.
P.O.Box 3351, Addis Ababa

Ralli Brothers (Eth.) Ltd.
P.O.Box 2169, Addis Ababa

Shantilal Valjee Desai,
P.O.Box 900, Addis Ababa

Sukar Shoe Factory,
P.O.Box 2551, Addis Ababa

Tallab Awad Plastic Metal Works,
P.O.Box 339, Asmara

United Oil Mills Co. Ltd.
P.O.Box 1175, Addis Ababa

Xureb J. (Eth.) S.C.
P.O.Box 730, Asmara

Ready-Made Goods

Abdul Hussein Saleh,
P.O.Box 1796, Addis Ababa

Abdullahi Ahmed Hassan Sheriff,
P.O.Box 1216, Addis Ababa

Abudaker Mohamed Sheikh,
P.O.Box 816, Addis Ababa

Adamu Workneh,
P.O.Box 97, Addis Ababa

Admasu Semma,
P.O.Box 1970, Addis Ababa

Ahmed Waejh Baateyah,
P.O.Box 1881, Addis Ababa

Ahmedally Shamsuddin & Co.
P.O.Box 148, Addis Ababa

Akbarally Vazrally Mody & Co.
P.O.Box 304, Addis Ababa

Amiran Ltd.
P.O.Box 846, Asmara

Anilkumar & Co. (Eth.) Ltd.
P.O.Box 730, Addis Ababa

Babulal Dayaljee,
P.O.Box 50, Dire Dawa

Bartolota Guissepo,
P.O.Box 1622, Addis Ababa

Cohen Menahem Samuel,
P.O.Box 909, Asmara

Dalpat Kapurchand Doshi,
P.O.Box 158, Addis Ababa

De Luigi Liberato,
P.O.Box 873, Asmara

Desai Brothers, (Eth.) Ltd. P.L.Co.
P.O.Box 1042, Addis Ababa

Doshi C. & T.M.
P.O.Box 374, Addis Ababa

Dhirjalal K. Gelani,
P.O.Box 30, Dire Dawa

Ethiopian Grand Bazar,
P.O.Box 455, Addis Ababa

Favatti Fagotti & Co. (Eth.) P.L.Co.
P.O.Box 689, Asmara

Liaff S.C.Ethiopian Clothing Industry
P.O.Box 624, Asmara.

Manilal Jechand,
P.O.Box 104, Dire Dawa

Mansukhlal Popatlal Mehta,
P.O.Box 75, Dire Dawa

Mehta B. & K.K.
P.O.Box 3586, Addis Ababa

Mehta K.P.
P.O.Box 1223, Addis Ababa

Menahem J. Ahroneo,
P.O.Box 693, Asmara

Mohamed Ahmed Yousoof,
P.O.Box 2829, Addis Ababa

Mohamed Nassib & Alli Nasi Saleh Elaji,
P.O.Box 1973, Addis Ababa

Moolchand Devjee,
P.O.Box 1318, Addis Ababa

Mousa Mohamed Keckia,
P.O.Box 2213, Addis Ababa

Nagindas & Brothers,
P.O.Box 839, Addis Ababa

Narsidas Morarjee Heirs,
P.O.Box 1033, Asmara

Nocera Luigi,
P.O.Box 26, Ave. H. Selassie, Asmara

Nishan K.H. (Shakajian)
P.O.Box 951, Addis Ababa

Omar Abdella S. Elaghil,
P.O.Box 1581, Addis Ababa
Pace Pietro, Asmara

Omar Yacob Keval,
P.O.Box 430, Addis Ababa

Parekh L.P.
P.O.Box 1867, Addis Ababa

Ramanuj G. K.
P.O.Box 294, Addis Ababa

Saif Mohamed Masood,
P.O.Box 752, Addis Ababa

Sargil Private Ltd.
P.O.Box 878, Addis Ababa

Shantilal & Co. (Eth.) Ltd.
P.O.Box 1744, Addis Ababa

Shantilal Dayljee,
P.O.Box 2130, Addis Ababa

Sheriff Trading Agency,
P.O.Box 1651, Addis Ababa

Silvestri Vittorio,
P.O.Box 120, Ave. E. Selassie, Asmara

Tewfid Sheriff & Co. Ltd.
P.O.Box 640, Addis Ababa

Tushar Trading Co. Ltd.
P.O.Box 974, Addis Ababa

Universal Trading Co. Ltd.
P.O.Box 1714, Addis Ababa

Vora Valabhjee Trachand,
P.O.Box 1062, Asmara

Refrigerators, Heaters & Kitchen Goods

Amiran Ltd.
P.O.Box 846, Asmara

~~Costas~~ Costadimas,
P.O.Box 73, Addis Ababa

Criveller Luigi,
P.O.Box 396, Addis Ababa

EASSCO Eth. (Automotive Service & Sales)
P.O.Box 336⁹, Addis Ababa

International P.C. Ltd.
P.O.Box 2059, Addis Ababa

Ethiopian Commercial Asmara-Massawa
(ECAM) Pvt. Ltd.
52/54, Ave. Ras Alula Asmara

Harrar Trading Co. Ltd.
P.O.Box 196, Dire Dawa

Mohamed Salim Abubaker Bazara & Songh
P.O.Box 616, Asmara

Mosvold Co.(Eth.) Ltd.
P.O.Box 1371, Addis Ababa

Paul Ries & Sons (Eth.) Ltd.
P.O.Box 3659, Addis Ababa

Paul Ries & Sons (Eth.) Ltd.
P.O.Box 738, Asmara

Singer Sewing Machine Company,
P.O.Box 54, Addis Ababa

Rubber Goods

Assco Shoe Factory,
P.O.Box 802, Addis Ababa

Arabian Trading Co. (The)
P.O.Box 23, Addis Ababa

Calderoni Africa Private Ltd.
P.O.Box No.5, Asmara

IRGi P.L.C. (Industria Aecostruzion(Gome)
P.O.Box 834, Asmara

Lancia & Co. Private Ltd.
P.O.Box 273, Asmara

Manfredo Menegatti,
P.O.Box 2, Assab

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Rubber & Canvas Shoe S.C.
P.O.Box 595, Addis Ababa

Said Ahmed Bahomed,
P.O.Box 578, Addis Ababa

Seferian & Co. Ltd.
P.O.Box 341, Asmara

Serafini Pietro,
P.O.Box 230, Asmara

Patel Brothers (Eth.) Ltd. P.L.C.
P.O.Box 9, Addis Ababa

Sewing Machines & Spare Parts

Calderoni Africa Private Ltd.
P.O.Box 5, Asmara

Mohamed Addous Gharad,
P.O.Box 1427, Addis Ababa

Mohamed Ahmed Ture,
P.O.Box 2103, Addis Ababa

Seferian & Co. (Eritrea) Ltd.
P.O.Box 341, Asmara

Sewing Machine Imports Enterprise of Ethiopia,
P.O.Box 2119, Addis Ababa

Singer Sewing Machine Co. Ltd.,
P.O.Box 54, Addis Ababa

Tallab Awad Plastic Works,
P.O.Box 339, Asmara

Soap Detergent, & Laundry Articles

Abdulkader Tahabit Mohamed
P.O.Box 213, Dire Dawa

Ahmed Abdu Nasher,
P.O.Box 824, Addis Ababa

Ahmed Waejh Baatayeh
P.O.Box 1881, Addis Ababa

Biggaglim Rag. Francesco,
P.O.Box 335, Addis Ababa

Desai Bros. (Eth.) Ltd. P.L.C.
P.O.Box 1042, Addis Ababa

Ethiotak Trading Co. Ltd.,
P.O.Box 3362, Addis Ababa

Haile Meketa,
P.O.Box 242, Addis Ababa

Hamud Mohamed Abdella,
P.O.Box 1126, Addis Ababa

Osman Said Amudi Almasry,
P.O.Box 1039, Asmara

Paul Ries & Sons (Eth.) Ltd.,
P.O.Box 3659, Addis Ababa

Paul Ries & Sons (Eth.) Ltd.
P.O.Box 738, Asmara

Tagliero Secondo,
P.O.Box 894, Asmara

Tewfik Sheriff & Co. Ltd.
P.O.Box 640, Addis Ababa

Vaporidis Brothers,
P.O.Box 1084, Addis Ababa

Spices

Ahmed Abdu Nasher,
P.O.Box 824, Addis Ababa

Abdul Kader Tahabit Mohamed
P.O.Box 213, Dire Dawa

Bahaddad & Partners
P.O.Box 768, Asmara

Desaie Brother (Eth.) Ltd.
P.O.Box 1042, Addis Ababa

Dhirjalal K. Ghelan,
P.O.Box 30, Dire Dawa

Doshi C. & T. M.
P.O.Box 374, Addis Ababa

Mehta K. P.
P.O.Box 1223, Addis Ababa

Mohamed Omar Berkat Bajeba,
P.O.Box 515, Asmara

Nazmuddin Mulla Amijee,
P.O.Box 45, Asmara

Narsidas Morarjee Heirs
P.O.Box 1033, Asmara

Osman Saeed (Haji)
P.O.Box 246, Dire Dawa

Patel Brothers (Eth.) Ltd. P.L.C.
P.O.Box 9, Addis Ababa

Said & Abdella Bahadda
P.O.Box 768, Asmara

Vaporidis Brothers,
P.O.Box 1084, Addis Ababa

Sporting, Hunting & Camping Goods

Aba Bora Mohammed Beshir,
P.O.Box 1303, Addis Ababa

Ethiopian Commercial Asmara-Massawa
(ECAM) Private Ltd.,
P.O.Box 52/54, Ave. Ras Alula, Asmara

Dofan Ethiopia,
P.O.Box 3, Addis Ababa

Mohamed Berhan Ahmed,
P.O.Box 651, Addis Ababa

Mosvold (Eth.) Ltd.
P.O.Box 1371, Addis Ababa

North Ethiopian Trading,
P.O.Box 458, Asmara

Pace Pietro
Asmara

Ramanuj G. K.
P.O.Box 294, Addis Ababa

Serafini Pietro,
P.O.Box 230, Asmara

Tielle Di Alberto Baggio,
P.O.Box 599, Asmara

Universal Trading Co. Ltd.,
P.O.Box 1714, Addis Ababa

Stationery & Printing Materials

Aba Bora Mohamed Beshir,
P.O.Box 1303, Addis Ababa

Abdulkader Mohamed Sherih,
P.O.Box 816, Addis Ababa

Abdulkader Thabit Mohamed,
P.O.Box 213, Dire Dawa

Adamu Workneh,
P.O.Box 97, Addis Ababa

Allied Exporter Ltd.
P.O.Box 515, Addis Ababa

Artistic Printers Ltd.
P.O.Box 352, Addis Ababa

Artistic Stationery Ltd.
P.O.Box 352, Addis Ababa

Benno Stoesseler & Co.
P.O.Box 7, Carrar St. Asmara

Berhanena Selam Printing Press,
P.O.Box 980, Addis Ababa

Berhan Stationery,
P.O.Box 302, Addis Ababa

Central Printing Press,
P.O.Box 1889, Addis Ababa

Chamber Printing Press,
P.O.Box 2020, Addis Ababa

Cohen Menahem Samuel,
P.O.Box 909, Asmara

Ethiopian Printing Press,
P.O.Box 298, Addis Ababa

Genetrade Co. Ltd.
P.O.Box 1853, Addis Ababa

Galini Giovanni,
P.O.Box 33, Kalu Street, Asmara

International Trading Co. (Eth.) S.C.
P.O.Box 1048, Addis Ababa

Live Stock Export,
P.O.Box 3487, Addis Ababa

Madhavadas Karsandas,
P.O.Box 907, Asmara

Mehta H. A.
P.O.Box 1054, Addis Ababa

Nazmuddin Mulla Amijeee,
P.O.Box 45, Asmara

Patel (Eth.) Ltd.
P.O.Box 426, Addis Ababa

Pogharian Krikor,
P.O.Box 1592, Addis Ababa

Red Sea Foreign Enterprise,
P.O.Box 110, Asmara

Saif Mohamed Masood,
P.O.Box 752, Addis Ababa

Shah H. H.
P.O.Box 2570, Addis Ababa

Shantilal & Co. (Eth.) Ltd.
P.O.Box 1744, Addis Ababa

Sherif Trading Agency,
P.O.Box 1651, Addis Ababa

Surmeyan B.I.
P.O.Box 209, Addis Ababa

Tallab Awad Plastic Metal Works,
P.O.Box 339, Asmara

Tesfa Printing Press,
P.O.Box 3687, Addis Ababa

Tewfik Sheriff & Co. Ltd.
P.O.Box 640, Addis Ababa

Tringali Aldo & Guisseppe,
P.O.Box 120, Ave. Emp. Menen, Asmara

Vigliano Mattia,
P.O.Box 768, Asmara

Yared Stationery,
P.O.Box 2750, Addis Ababa

Sundry Goods & General Merchandise

Abdella Abdul Hamid,
P.O.Box 406, Addis Ababa

Abdella Omar Bahakim,
P.O.Box 451, Asmara

Abdella Omar Bahagri,
P.O.Box 310, Addis Ababa

Abdu Ali Ferhan,
P.O. Box 748, Addis Ababa

Abdu Hassein Falli,
P.O.Box 585, Asmara

Abdul Hamed Masood,
P.O.Box 1466, Addis Ababa

Abdullahi Ahmed Hassan Sheriff,
P.O.Box 1216, Addis Ababa

Adamu Workneh,
P.O.Box 97, Addis Ababa

Addis Commercial Private Ltd.
P.O.Box 119, Addis Ababa

Adamu Semma,
P.O.Box 1970, Addis Ababa

AGECA Private S.C.
P.O.Box 876, Asmara

AGECA Private S.C.
P.O.Box 477, Addis Ababa

Ahmed Abdu Nasher,
P.O.Box 824, Addis Ababa

Ahmed Mohamed El Absi,
P.O.Box 1430, Addis Ababa

Ahmed Said Amid & Flli,
P.O.Box 520, Asmara

Ahmed Wajeih Baateyha,
P.O.Box 1881, Addis Ababa

Ahmed Sharian Mohamed,
P.O.Box 540, Addis Ababa

Akbarally Kamruddin,
P.O.Box 230, Addis Ababa

Akbarally Vazarally Mody & Co.
P.O.Box 304, Addis Ababa

Ali Abdella & Brothers,
P.O.Box 1181, Asmara

Ali Abubaker Bangash,
P.O.Box 1170, Asmara

Ali Kaid Ali,
P.O.Box 1336, Addis Ababa

Alsaid & Co. General Partners
P.O.Box 805, Asmara

Anilkumar Co. (Eth.) Ltd.
P.O.Box 730, Addis Ababa

Ali Abdella & Brothers,
P.O.Box 1181, Asmara

Ali Bin Ali Isak,
P.O.Box 38, Asmara

Arabian Trading Co. Ltd. (The)
P.O.Box 23, Addis Ababa

Arabian Trading Co. (Red Sea) Ltd.
P.O.Box 1089, Asmara

Arcangeli L.
P.O.Box 175, Asmara

Ballardino Alfredo,
P.O.Box 4, Asmara

Banin Israel,
P.O.Box 717, Asmara

Banin Mohalla,
P.O.Box 1050, Asmara

Benno Stoessler,
P.O.Box 7, Carrera St. Asmara

Berti Giorgio,
P.O.Box 202 Asmara

Bigagli Rag. Francesco,
P.O.Box 335, Asmara

Bourbolis G. & Sons & Co. Ltd.,
P.O.Box 756, Asmara

Cappelie A. & Co.
P.O.Box 3270, Addis Ababa

Cohen Hacob Samuel,
P.O.Box 494, Asmara

Dalphat Kapurchand Doshi,
P.O.Box 158, Addis Ababa

Derviniotti Sawas,
P.O.Box 109, Kalu Street, Asmara

Economon Evangelos
P.O.Box 480, Kalu Street, Asmara

Ethiopian Grand Bazar (The)
P.O.Box 455, Addis Ababa

Ethiotal Trading Co. Ltd.
P.O.Box 3362, Addis Ababa

EASSCO (Ethiopian Automotive Service & Sales)
P.O.Box 1369, Addis Ababa

Ethio-Trade Ltd.
Capt. Said Habib St. Asmara

Getachew Gebreyohannes,
P.O.Box 2311, Addis Ababa

Gyraigos Bissada,
P.O.Box 1066, Asmara

Gugsa Donsa,
P.O.Box 3548, Addis Ababa

Hollander W.
P.O.Box 969, Addis Ababa

Hussein Mohamed Kaid Alferih,
P.O.Box 934, Addis Ababa

International Commercial Corporation,
P.O.Box 1051, Asmara

Kadir Ebba,
P.O.Box 997, Addis Ababa

Kalogeropulous George,
P.O.Box 1893, Addis Ababa

Kanyen Yahia S.C.
P.O.Box 837, Asmara

Kothari J.J. & Co.
P.O.Box 171, Addis Ababa

Madhavadas Karasandas,
P.O.Box 907, Asmara

Mandalidis Bros. Ltd.
P.O. Box 958, Addis Ababa

Mehta B. & K.K.
P.O.Box 3526, Addis Ababa

Menegotto Reg. Guiseppo,
P.O.Box 55, E Ave. Leonardo Da Vinci, Asmara

Mereghetti Mario
P.O.Box 1131, Asmara

Mesfin Gebreyesus,
P.O.Box 1991, Addis Ababa

Mohamed Ahmed Turio,
P.O.Box 2103, Addis Ababa

Mohamed Ibrahim Saleh,
P.O.Box 57, Massawa

Mohamed Berhan Ahmed
P.O.Box 651, Addis Ababa

Mohamed Imam Ahmeddin,
P.O.Box 11193, Asmara

Mohamed Nassie & Alli Nassie Saleh Flji,
P.O.Box 1973, Addis Ababa

Mohamed Salem Abubaker & Sons
P.O.Box 616, Asmara

Moses Cohen & Bros.,
P.O.Box 705, Asmara

Moolchand Devjee
P.O.Box 1318, Addis Ababa

Mousa Mohamed Keckia
P.O.Box 2213, Addis Ababa

Mubarek & Obied S. Bin Shahnah,
P.O.Box 105, Dire Dawa

Muthena Kaid Ghaleb,
P.O.Box 934, Addis Ababa

Narottamadas Karamchand,
P.O.Box 1477, Addis Ababa

Neophytos & Co.
P.O.Box 280, Asmara

Nishan (KH) Sakadjian,
P.O.Box 951, Addis Ababa

North Ethiopian Trading P.L.C.
P.O.Box 458, Asmara

Nuri Ibrahim,
P.O.Box 477, Asmara

Panesi Bruno,
P.O.Box 625, Addis Ababa

Parekh & Co. (Eth.) Ltd.
P.O.Box 1867, Addis Ababa

Patel S.S.Eth. Ltd.
P.O.Box 573, Addis Ababa

Paul Ries & Sons (Eth.) Ltd.
P.O.Box 738, Asmara

Pelizzari Attilio,
P.O.Box 378, Asmara

Prantis Bros.
P.O.Box 63, Addis Ababa

Premjee & Co. (Asmara) P.L.C.
P.O.Box 1085, Asmara

RAAMIS A.P.L.C.
P.O.Box 841, Asmara

Ramanuj G.K.
P.O.Box 294, Addis Ababa

Reffo Alberto,
P.O.Box 79, Ave. H. Selassie, Asmara

Saci Share Co.
P.O.Box 1205, Asmara

S/A Import Export Africa
P.O.Box 3, Marsa Teclai St. Asmara

Said Kahsay,
P.O.Box 842, Addis Ababa

Saleh Nagisabiha,
P.O.Box 471, Addis Ababa

Scamli Commercial Estro Private Ltd.,
P.O.Box 647, Asmara

Seferian & Co. (Eth) Ltd.
P.O.Box 341, Asmara

Shah H. H.
P.O.Box 2570, Addis Ababa

Shantilal & Co.
P.O.Box 1744, Addis Ababa

Shantilal Valjee Desai,
P.O.Box 900, Addis Ababa

Sheriff Trading Agency,
P.O.Box 1651, Addis Ababa

Sima Private Ltd. Co.
P.O.Box 343, Asmara

Sunderjee Kalidas & Sons (Eth.) P.L.
P.O.Box 1243, Asmara

Talab Awad Plastic Metal Works,
P.O.Box 339, Addis Ababa

Tjombanos X.
P.O.Box 485, Addis Ababa

Union Trading Co.,
P.O.Box 386, Aden

United Anglo-Ethiopian Enterprise Ltd.
P.O.Box 727, Asmara

Universal Trading Co. Ltd.,
P.O.Box 1714, Addis Ababa

Vora Valabhajee Tarachand,
P.O.Box 1962, Asmara

Whery Medica (Eth.) Ltd.
P.O.Box 1437, Addis Ababa

Tea

Abdella Abdul Hamid
P.O.Box 406, Addis Ababa

Abdul Kader Tahabit Mohamed,
P.O.Box 213, Dire Dawa

Ahmed Abdu Nasher,
P.O.Box 824, Addis Ababa

Berno Stoessler & Co.
P.O.Box 7, Cearare St. Asmara

Cimaglia A. & Co. P.L.C.
P.O.Box 308, Asmara

Desai Brothers (Eth.) P.L.C.
P.O.Box 1042, Addis Ababa

Doshi C. & T. M.
P.O.Box 374, Addis Ababa

Gellatly Hankey & Co. (The) S.C.
P.O.Box 482, Addis Ababa

Mohamed Omar Bereket Bajeba,
P.O.Box 515, Asmara

Nazmuddin Mulla Amijee,
P.O.Box 45, Asmara

Patel Brothers (Eth.) Ltd. P.L.C.
P.O.Box 9, Addis Ababa

Patel S.S.Eth. Ltd.
P.O.Box 573, Addis Ababa

Textile

Abdullahi Ahmed Sheriff,
P.O.Box 1216, Addis Ababa

Abubaker Mohamed Sheikh,
P.O. Box 816, Addis Ababa

Abdulkader Salem Bashamfer,
P.O.Box 73, Dire Dawa

Ahmed Sherian Mohamed,
P.O.Box 540, Addis Ababa

Ahmed Abdu Nasher,
P.O.Box 824, Addis Ababa

Ahmedally Shamsuddin & Co.
P.O.Box 148, Addis Ababa

Akbarally Kamruddin,
P.O.Box 230, Addis Ababa

Akbarally Vazaralli Mody & Co.
P.O.Box 304, Addis Ababa

Ali Kaid Ali,
P.O.Box 1336, Addis Ababa

Allied Exporters Limited
P.O.Box 515, Addis Ababa

Amalgamated Africa P. Ltd.
P.O.Box 887, Asmara

Amiran Ltd.
P.O.Box 3103, Addis Ababa

Anilkumar & Co. (Eth.) Ltd.
P.O.Box 730, Addis Ababa

Arabian Trading Co. (Red Sea) Ltd.
P.O.Box 1089, Asmara

Babulal Dayljee,
P.O.Box 50, Dire Dawa

Banin Israel,
P.O.Box 1050, Asmara

Banin Mahala,
P.O. Box 717, Asmara

Bartolota Guiseppe,
P.O. Box 1622, Addis Ababa

Besse A. & Co. (Eth.) Ltd. S.C.
P.O. Box 1897, Addis Ababa

Besse A & Co. (Eth.) Ltd. S.C.
P.O. Box 279, Asmara

Bigagli Rag. Francesco,
P.O.Box 355, Asmara

Bonvecchiato & Co.
P.O. Box 548, Asmara

Calderoni Africa Private Ltd. Co.
P.O. Box 5, Asmara

Calestrini M. (Eritrea)
P.O. Box 194, Asmara

Cimaglia A. & Co. P.L.C.
P.O. Box 708, Asmara

Cohen Jacob Samuel,
P.O. Box 494, Asmara

Commercial Agency Co. Ltd.
P.O.Box 761, Addis Ababa

Comex-Commercial Exchange Import Co.
P.O.Box 952, Addis Ababa

Dalpat Kapurchand Doshi,
P.O.Box 158, Addis Ababa

D. Amico & Pichi Company P.L.C.
P.O.Box 793, Asmara

Desai Brothers (Eth.) Ltd. P.L.C.
P.O.Box 1042, Addis Ababa

Dhirjalal K. Ghelani,
P.O.Box 30, Dire Dawa

Ethio-Commerce,
P.O.Box 875, Addis Ababa

Ethiotextile Share Co.
P.O.Box 893, Asmara

Garabedian Edward,
P.O.Box 184, Addis Ababa

Habib A Kebire & Co. Ltd. P.L.
P.O.Box 2405, Addis Ababa

Haile Meketa (Ato)
P.O.Box 242, Addis Ababa

Hassanally Aladdin & Sons,
P.O.Box 242, Addis Ababa

Ibrahim Mohamed Sheno (Haji)
P.O.Box 1387, Addis Ababa

Indo Ethiopian Produce Export Co.
P.O.Box 211, Addis Ababa

International Trading Co.(The)
P.O.Box 1048, Addis Ababa

Karblian V.
P.O.Box 1095, Addis Ababa

Kothari J. J. & Co.
P.O.Box 171, Addis Ababa

Lazaridis N.
P.O.Box 1774, Addis Ababa

Live Stock Export
P.O.Box 3487, Addis Ababa

Macdonald & Co. Ltd.
P.O.Box 359, Asmara

Madhavadas Karasandas (Bakai)
P.O.Box 907, Asmara

Manilal Jechand
P.O.Box 104, Dire Dawa

Mansuklal N. Domadia,
P.O.Box 1315, Addis Ababa

Mansukhlal Popatlal Mehta,
P.O.Box 75, Dire Dawa

Mansur Yahooda Shoa,
P.O.Box 22, Asmara

Mehta B. & K. K.
P.O.Box 3586, Addis Ababa

Mehta H.
P.O.Box 1054, Addis Ababa

Mehta K.P.
P.O.Box 1223, Addis Ababa

Menahem J. Ahronee
P.O.Box 693, Asmara

Menezes J. I.
P.O.Box 2236, Addis Ababa

Mohamed Berhan Ahmed.
P.O.Box 651, Addis Ababa

Moolchand Devjee (General Partner)
P.O.Box 1318, Addis Ababa

Moolchand Devjee (General Partner)
P.O.Box 584, Asmara

Mokbil Mohammed,
P.O.Box 87, Dire Dawa

Nazzmuddin Mulla Amijee,
P.O.Box 45, Asmara

Nagindas & Brothers
P.O.Box 839, Addis Ababa

Narsidas Morajee Heirs,
P.O.Box 01033, Asmara

Narotamdas Karamchand,
P.O.Box 1477, Addis Ababa

Navnitbhai Mahendra Patel & Co.
P.O.Box 1138, Addis Ababa

Nishan (KH) Sakadjian,
P.O.Box 951, Addis Ababa

Omar Yacob Keval,
P.O.Box 480, Addis Ababa

Patel Brothers (Eth.) Ltd. P.L.C.
P.O.Box 9, Addis Ababa

Patel S.S.Eth. Ltd.
P.O.Box 573, Addis Ababa

Parekh L.P. & Co. (Eth.) Ltd.
P.O.Box 1867, Addis Ababa

Pelizzari Attilio,
P.O.Box 378, Asmara

Premjee & Co. (Asmara) P.L.C.
P.O.Box 1085, Asmara

Premjee J. & Sons,
P.O.Box 1067, Addis Ababa

Ralli Brothers (Ethiopia) Ltd.
P.O. Box 2169, Addis Ababa

Red Sea Foreign Trade Enterprise,
P.O. Box 110, Asmara

Rubber & Canvas Shoe S.C.
P.O.Box 595, Addis Ababa

Said Kahsay,
P.O.Box 842, Addis Ababa

Saif Mohamed Masood,
P.O.Box 752, Addis Ababa

Salim Mohammed El-Mohader,
P.O.Box 1691, Addis Ababa

Sargil Private Ltd.
P.O.Box 878, Addis Ababa

Shah H.H.
P.O.Box 2570, Addis Ababa

Shah J.G.
P.O.Box 1884, Addis Ababa

Shhlomn Shelemay,
P.O.Box 50, Addis Ababa

Shantilal & Co. (Ethiopia) Ltd.
P.O.Box 1744, Addis Ababa

Shantilal Dayljee,
P.O.Box 2130, Addis Ababa

Shantilal Valjee Desai,
P.O.Box 900, Addis Ababa

Sharefally Mohamadally & Co.
P.O.Box 202, Addis Ababa

Sheriff Trading Agency,
P.O.Box 1651, Addis Ababa

Silvestri Vittorio,
P.O.Box 120, Ave. H. Selassie, Asmara

Sunderjee Kalidas & Sons(Eth.) P.L.C.
P.O.Box 1243, Addis Ababa

TAC Agency,
P.O.Box 61, Addis Ababa

Tushar Trading Co. Ltd.
P.O.Box 974, Addis Ababa

Universal Trading Co. Ltd.
P.O.Box 1714, Addis Ababa

Valendis Bros. Co. Ltd.
P.O.Box 5, Dire Dawa

Vigliano Mattia,
P.O.Box 766, Asmara

Threads-Embroidery & Sewing

Abdulkawi Modhesa Hi-Khilrbash & Sons
P.O.Box 470, Addis Ababa

Ahmed Abdu Nasher,
P.O.Box 824, Addis Ababa

Ahmed Waejh Baat yah,
P.O.Box 1881, Addis Ababa

Arabian Trading Co.(The)
P.O.Box 23, Addis Ababa

D' Amico Pichi Co. Private Ltd.
P.O.Box 793, Addis Ababa

Hasanally Aladdin & Son,
P.O.Box 1359, Addis Ababa

Paul Ries & Sons (Ethiopia) Ltd.
P.O.Box 3659, Addis Ababa

Saif Mohamed Asood
P.O.Box 752, Addis Ababa

Sewing Machine Import Enterprise of Ethiopia
P.O.Box 2119, Addis Ababa

Sunderjee Kalidas & Sons P.L.C.
P.O.Box 1243, Addis Ababa

Tushar Trading Co. Ltd.
P.O.Box 974, Addis Ababa

Vigliano Mattia
P.O.Box 766, Asmara

Tools

Arabian Trading (Red Sea) Ltd. (The)
P.O.Box 1089, Asmara

De Leonardo Salvatore,
P.O.Box 77, Itegue Taitu St. Asmara

"Hagbes" Hagop S. Behesnilian,
P.O.Box 1044, Addis Ababa

Harrar Trading Co. Ltd.
P.O.Box 196, Dira Dawa

International Trading Co. S.C.(The)
P.O.Box 1048, Addis Ababa

La Ferramenta,
P.O.Box 811, Asmara

Lombardo A. & Flli. P.L.C .
P.O.Box 4, Barentu St. Asmara

Meucia Aurelio,
P.O.Box 655, Addis Ababa

Mormile Giovanni,
P.O.Box 93, Ave. Emp. Menen, Asmara

Myrialis A.P.Co. Ltd.
P.O.Box 1507, Addis Ababa

Neophytos J.
P.O.Box 1150, Addis Ababa

SOCOMAR
P.O.Box 1290, Addis Ababa

TAC Agency,
P.O.Box 61, Addis Ababa

Tazzari & Co. Pvt. Ltd.
P.O.Box 29, Asmara

Wigliano Mettia,
P.O.Box 766, Asmara

Appendix 4RATES OF IMPORT DUTY, EFFECTIVE IN 1969

<u>Commodity</u>	<u>Unit</u>	<u>Duty Eth.\$</u>
Cereals, raw		
(a) Barley, dhurra, dukum, maize, millet and wheat	Ad-valorem	Free
(b) Others (oats, pulses, rice, etc.)	"	40%
Cereals, prepared as proprietary foods and vegetables	"	40%
Chocolate, confectionery or other	"	50%
Confectionery, and Candied Fruits and vegetables	"	50%
Fish, Shell Fish, and Fish Roes,	"	
Dressed or otherwise	"	15%
Spices	"	40%
Fruits and Vegetables		
(a) Fresh or Green	Ad-valorem	20%
(b) Dates in bulk	100 kgs.	20.00
(c) Dates in packets (including the weight of the packet)	"	25.00
(d) Dried n.e.e.	Ad-valorem	40%
(e) Garlic	"	30%
(f) Onions	"	30%
(g) Potatoes	"	50%
(h) In vinegar, brine or olive oils	"	40%
(i) In spirits	"	50%
(j) Canned as soups	"	30%
(k) Fruits & Vegetables n.e.s.	"	30%
	"	50%
Honey		
Jams, Marmalades, and Jellies (in tins, glass jars or packets)	"	40%
Malt and Malt extracts for brewing	"	20%
Meat Fresh, Frozen, Dried or Salted, or made up as Fresh or preserved	"	
Dried Sausages, but not including canned or bottled meat	"	75%

Meat extracts and soups manufactured from meat	Ad-valorem	75%
Meat, canned, or in glass jars and bottles	"	75%
Oils and Fats animal, fish or vegetable for human consumption	"	40%
Oil and Fats animal, fish or vegetable for industrial use	"	10%

Sago

(a) For the use in production of yarns and textile fabrics	Ad-valorem	Free
(b) Other	"	50%

Tea

(a) In bulk	Per kg.net	3.00
(b) In packets or tins	"	3.50

Tomato Extracts and tomato juice	Ad-valorem	100%
Fruit juices and squashes, i.e., Lime, Limon, Orange, etc.	"	40%
Cigars, Cheroots and Cigarillos	per kg.net	10.00
Cigarettes		
"With permit from Tobacco Monopoly Board"	"	10.00

Snuff	"	10.00
Tobacco Manufactures	"	10.00
Tobacco raw or semi prepared	"	5.00
Cotton raw for manufacturing purposes	Per kg.	0.10
Artificial cotton, unspun	"	0.45
Secondhand clothing and sewn articles	"	7.00

Hosiery

(a) Socks, stockings, ties, gloves and baby and infant undergarments	Ad-valorem	50%
	Eth.\$9.00 per dozen pieces. or	
(b) Others, including knitted shirts and undergarments	60% Ad-valorem whichever is higher.	

Mosquito Netting	Ad-valorem	15%
Cotton Sewing & Embroidery Thread	"	35%
Cotton Unsewn, unmanufactured goods: e.g. lace, embroidery, braid, etc.	"	40%
Cotton & cotton Velvet Carpets	"	50%
Cotton waste and old cotton rags imported solely for cleaning purposes by industrial enterprises, garages, workshops and similar establishments	"	10%
Cotton Cloth: waxed, oiled, tarred, or similar cloth	"	25%
Cotton Wool . Gauze: Plain or medicated	"	15%

Cotton yarns.

(a) Grey or bleached (irrespective
of fold)

(1) Counts upto and including $20\frac{1}{2}$	Per kg.	1.25
(2) Counts over $20\frac{1}{2}$ and upto and including 40	"	1.50
(3) Counts above 40 and upto and including 60	"	2.25
(4) Counts above 60	"	3.50

(b) Coloured or mercerised
(irrespective of fold)

(1) Counts upto and including $20\frac{1}{2}$	"	1.50
(2) Counts above $20\frac{1}{2}$ and upto and including 40	"	2.75
(3) Counts above 40 and upto and including 60	"	3.40
(4) Counts above 60	"	5.00

Cotton goods, miscellaneous n.e.e.	Ad-valorem	60%
Flax Raw	"	10%
Hemp Raw	"	10%
Jute Raw	"	10%

Gunny bags, made of Flax, hemp or jute	Per 100 kilos	50.00
Gunny bags, used	"	50.00
Hessian cloth, "B. twills", "D.W.cloth" and similar textiles	"	50.00
Gunny bags, made of Flax, hemp or jute, new or used which are intended for the packing or salt or sugar, produced within the Empire and exported abroad		Free
Lace, Trimmings, Embroidered Goods, and all materials used for decorative or ornamental purposes, and all products made wholly or partly thereof	Ad-valorem	35%
Tarpaulins and canvas, of any fibre or any mixture of fibres	"	15%
Twine and Cordage of Flax Hemp and/ or jute, mixed or not mixed with cotton	"	40%
Yarn and Thread; of Flax, Hemp, and/or jute: mixed or not mixed with cotton	"	40%
Miscellaneous Goods made of Flax, Hemp and/or jute n.e.e.	"	40%
<u>SILK & ARTIFICIAL SILK & MANUFACTURES</u> <u>THEREOF</u> (including these mixed with a any other fibre)		
Clothing and sewn articles including household;		
Secondhand clothing of silk, artificial silk & mixtures thereof	per kg.	7.00

Hosiery

Socks, stockings, ties, gloves and
baby and infant undergarments

(1) of natural silk	Ad-valorem	65%
(2) of artificial silk or natural or artificial silk mixed with other fibres	"	60%
Other, including knitted shirts and undergarments	"	65%
(i) of natural silk		
(ii) of artificial silk or of natural or artificial silk mixed with other fibres	Eth.\$ 10 per dozen pcs. or 100% Adv. whichever is higher.	

Yarns

Natural silk

Artificial silk

Of synthetic fibres which are
shown to the satisfaction
of the Director to be
imported for use in textile
industry

Ad-valorem	40%
per kg.	0.20

Silk goods and manufactures thereof
n.e.e.

Natural Silk

Artificial silk

Ad-valorem	65%
"	60%

NOTE : Rayon and Nylon manufactures
will be classified as Artificial
Silk

WOOL & MANUFACTURES THEREOF
(including those mixed with
any other fibres except silk)

" 75%

Carpets

Hosiery

Socks, stockings, ties, gloves and
baby and infant undergarments

Other, including knitted shirts
and undergarments

"	65%
Eth.\$ 10 per dozen pcs. or 100% whichever is higher.	

Yarn: including knitting wool	Per kg.	2.00
woollen yarn rejects, for reconditioning and further manufacture within the Empire	"	0.10
Miscellaneous woollen goods and manufactures	Ad-valorem	55%
Raw wool	per kg.	0.10
Woven textile fabrics n.e.e.		
Of wool, net mixed with any other fibres		
(a) In the piece	Ad-valorem	65%
(b) fents	per kg.	4.00
Of cotton, other vegetable fibre, silk, or any mixture of fibres		
(a) In the piece:		
For use as integral parts of industrial machinery, such as roller cloth, bolting cloth, and similar textiles	Ad-valorem	10%
Waxed, oiled, tarred or similarly impregnated	"	25%
Other	Eth.\$1.25 per sq. meter or 100% ad-valorem which- ever is higher	
(b) Fents	Ad-valorem	100%
Textile manufactures of any fibres, for use as integral parts of industrial machinery, such as driving bands and similar articles	"	10%
Blankets and travelling rugs of any fibre or any mixture of fibres	per kg.	5.00
Clothing and sewn articles, including household articles, of any fibre, or any mixture of fibres	Ad-valorem	75%

Aluminium: Grains, Ingots, or Slabs	100 kgs.	30.00
Aluminium sheets and plates, plain, perforated or corrugated n.e.e.	per 100 kilos	40.00
Aluminium sheets, plain and cut to shape, shown to be imported for further processing and manufacture within the Empire	Ad-valorem	10%
Copper Bolts, Nuts, Rivets and Washers	100 kgs.	40.00
Copper Nails, Screws, Tacks	"	40.00
Copper plates and sheets	100 kgs.	30.00
Copper Tubes and pipes	"	35.00
Copper Wire	"	40.00
Iron & Steel; Galvanized or ungalvanised: Bolts, Nuts, Rivets, and Washers	"	10.00
Iron and Steel ingots and slabs:		
(a) If imported for further processing and manufacture within the Empire		Free
(b) Others	per 100 kg.	6.00
Iron & Steel Nails, Screws, and Tacks	"	15.00
Iron and Steel plates and sheets		
(a) Shown to the satisfaction of Customs to be imported by a petroleum refinery exclusively for the manufacture of drums as containers for asphalt or bitumen		Free
(b) Black iron sheets imported for further processing in Ethiopia for the production of corrugated galvanised sheets	"	3.00
(c) Others:	"	20.00

Iron & Steel pipes and Tubes, and fittings thereof	per 100 kgs.	10.00
Iron and Steel; rods & bars	"	12.00
Iron and Steel; Tees Channels, joints, Angles Girders and or other structional sections	"	9.00
Wire n.e.e.	"	10.00
Iron & steel n.e.e.	Ad-valorem	10%
Iron and Steel wire imported exclusively for the manu- facture of nails and bedsprings	"	10%
Other	"	20%
Bedsteads, Cots, Camp Beds, Chairs, and other kinds of furniture, made wholly or chiefly of metal, and parts and accessories thereof	"	40%
Builders requisites: Doors and fittings for same, ventilators, Windows and fittings, Sanitary Appliances and fittings, House Frames in sections made wholly or chiefly of metal	Ad-valorem	15%
Buckets, dustbins, Destructors, Incinerators, and similar appliances imported for public service in connection with the destruction of refuse	"	Free
Fencing material Gates, Hurdles, Posts, standards, staples, Winders, and other materials for fasteners normally used for fencing	"	10%
Radiators, Toasters, Cookers, Fans, flashlights, Irons, and other similar electric appliances and parts thereof	"	35%

Railway and Tramway construction and equipment requisites: Rails, Sleepers, Fastenings for same Switch-boxes, culverts tops, Turntables and similar equipment	Ad-valorem	Free
Safes, strong Boxes, and strong Room Doors	"	20%
Signs, Metal Name plates, bearing commercial advertisements or name and qualifications of the importer, metal licence plates or badges imported by or on behalf of a public body	"	20%
Spring steel	"	20%
Stoves, Ranges, etc, for cooking or heating n.e.e.	"	10%
Tanks: complete or in section		
(a) imported for use with a public water supply system	"	Free
(b) Others	"	10%
Metal Manufactures: Enamelware	"	45%
Others	"	15%
Metal Drums, empty	"	Free
Cylinders in use or for use as containers for gas	"	"
Agricultural Machinery and parts thereof "		"
Electrical Machinery for power Generating such as Dynamos, Alternators, Motors, Transformers, Convertors, etc., and materials for the transmission and distribution of electricity, but not including wiring fixtures, bell fittings, pushes, switches, plugs, brackets, lamp-holders, or such like material for use inside of buildings	"	"

Machine tools: such as Lathes, planers, Drill Presses and parts thereof	Ad-valorem	Free
Machine Shop Tools: such as Cutters including Hand tools made wholly or chiefly of metal	"	"
Tools: commonly used by labourers, artisans, and machanics	"	"
Prime Movers: i.e., Gas Engines, Oil Engines, Steam Engines, Hydraulic Steam, Turbines, Turbo-generator sets, and other Prime Movers and parts thereof	"	
Sewing and knitting Machines, and parts thereof, but not to include needles for same	"	10%
Sprayers, sprinklers, Vernin Traps, and Apparatus and appliances used for the prevention and destruction of pests, or of diseases in stock, plants, or trees	"	Free
Steam Boilers, Economisers, Superheaters, Mechanical stockers, and other Boiler, Room Accessories, and parts thereof	"	"
Typewriters, Automatic Sales Machines, calculating Machines, Cash Registers, Copy presses, Cheque perforators, Dating Machines, Duplicating Machines Numbering Machines, and similar Office Machines for Clerical or Accounting purposes, or parts thereof	"	30%
Telegraphic and Telephonic Equipment, instruments and materials imported for use by a Public Utility Company for the construction,		

working, and maintenance of telegraph or telephone lines or for the transmission and reception of wireless telegraphy or telephony, excluding stationery or electric batteries suitable for use in motor vehicles.	Advalorem	Free
Weighing or Measuring Machines and Appliances n.e.e. including petrol and oil pumps		20%
Machinery & parts thereof n.e.e.	"	5%
Grain elevators and silos, imported for the bulk storage of grain and having a capacity of not less than 50 tons, and parts and accessories thereof	"	Free
Machinery especially designed for boring or drilling for the purpose of exploration and prospecting for minerals or for underground water or for the pumping or raising of underground water to the surface, including motor vehicles for the carriage, erection or operation of such machinery, so far as they can be considered as a part of said machinery and cannot be used for any other transport purposes	"	"
Ambulances: when imported in a complete state, and parts and accessories thereof: (but not including lamps, bulbs, tyres and tubes when imported separately)	"	Free

Carts, Trailers and Wagons and
parts thereof:

(a) When imported by a public body for the collection and disposal of refuse.		Free
(b) Others	Ad-valorem	15%
Bicycles and Tricycles	"	15%
Bicycle and Tricycle parts and accessories thereof but not including rubber tyres and tubes when imported separately	"	15%
Carriages: including baby carriages and parts and accessories thereof, but not including rubber tyres and tubes when imported separately	"	15%
Railway and tramway Locomotives and Tenders and parts and accessories thereof		Free
Railway and Tramway Coaches and Wagons and other rolling stock, and parts and accessories thereof	"	Free
Tar and pitch Boil, Street spraying machines and similar vehicles ordinarily employed in the construction and maintenance of roads:	"	Free
(a) When imported by a public body	"	Free
(b) Others	"	10%

Motor vehicles:

(a) Motor passenger cars, station wagons, utility cars and similar vehicles, whether assembled or unassembled, together with their appropriate initial equipment:

- | | | |
|------|--|---|
| (i) | Where the net weight does not exceed 1000 Kilogrammes and the dutiable value does not exceed Eth.\$ 4000 | Ad-valorem 50% Adv. on the first E\$ 3000 |
| (ii) | Where the net weight exceeds 1000 Kilogrammes or the dutiable value exceeds Eth.\$ 4000. | of the dutiable value plus 85% Adv. on the amount by which the value exceeds E.\$ 3000. |

Motor or steam: road and farm tractors and trailers, with parts and accessories thereof but not including lamps, bulbs, tyres and tubes when imported separately

Free

Motor or steam Road Rollers, stone crushers, Graders, scarifiers, Road sweepers, Road sprayers, and vehicles ordinarily employed in the construction and maintenance of roads, parts and accessories thereof, but not including lamps, bulbs, tyres and tubes, when imported separately:

Free

Motor vehicle bodies and parts and accessories thereof n.e.e.	Ad-valorem	50%
Motor vehicle engines and parts and accessories thereof n.e.e.	"	50%
Vehicles n.e.e.	"	20%
Ships and other vessels for coastal, inland and harbour navigation, including steamers, launches, boats, sailing craft lighters and barges, etc., imported entire or in sections	"	Free
Asbestos and asbestos cement manufactures namely sheets plain or corrugated, slates, tiles, ridging, guttering, washers, gaskets, and packing	"	20%
Asphalt bitumen, pitch and Tar in bulk	"	Free
Bottles and Jars, common: of glass or earthenware and bottles ordinarily used for aerated waters, not including sparklet or similar syphons	"	30%
Bricks and slates for building purposes	"	20%
Cement:		
(a) Portland and similar cement for building purposes	Per 100 kgs.	5.00
(b) Cement clinker	Ad-valorem	20%

(c) Pudlo, ironite, cementone and similar substances for proofing hardening or colouring cement	Ad-valorem	10%
(d) Plaster of Paris in bulk	"	10%
Coal, Coke, and patent Fuel	"	Free
Crucibles, cupels, cupelling Furnaces, Ingot Moulds, and furnaces for recasting metal		Free
Talc powder: in bulk, not being a toilet preparation	Per 100 kilos Advalorem	10%
Glass:		
(a) Illuminated windows imported by for presentation to any religious body		Free
(b) Polished plate; not silvered or bevelled	"	30%
(c) Polished plates; silvered and/ or bevelled	"	40%
(d) Sheet plain, clear	"	20%
(e) Other, n.e.e.	"	35%
Glassware, Earthenware, Chinaware, and porcelainware:		
(a) For laboratory use of scientific purposes		Free
(b) Lenses, optically ground for spectacles	"	5%
(c) Others, n.e.e.	"	25%

Pipes, piping, and Tubes of earthenware for drainage, irrigation, sewerage, water supply, or water pumping or for use in manufacturing or industrial plants	Ad-valorem	10%
Sanitary Earthenware, stoneware, or porcelainware, baths, lavatory basins, cisterns, water closets, urinals, and sinks, but not including portable toilet ware	"	20%
Tiles and mosaics, glazed or unglazed, white, coloured or decorated, for building purposes	"	40%
Furnace and fuel oil	per litre	0.25
Grease and oil lubricating:		
(a) Wholly or partly of mineral origin		Free
(b) Other	per kg.net	0.235
Benzine, benzoline, gasoline, petrol and other motor spirits, n.e.e.	per litre	0.225
Oils:		
(a) Transformer	Ad-valorem	10%
(b) Batching and ingredients thereof on proof to the satisfaction of the Director of Customs, that they are imported solely for use in the manufacture of rope, cordage, twine, or similar materials	"	10%

Oils: Essential and Essences,
(Natural or synthetic):

- (a) Used in the manufacture of
wines, spirits and liquors;
such as Anethol, Anisette, etc. Ad-valorem 50%
- (b) Used in the manufacture of
syrup cordials, mineral
waters, and soft beverages " 25%

Naphtha, gas oil and diesel oil per litre 0.185

Oils: lubricating:

- (a) Wholly or partly of
mineral origin per kg. -
- (b) Other kinds, n.e.e. " -

Crude or partly refined mineral oils:

- (a) Imported for further
refining in Ethiopia. Free
- (b) Other per litre 0.35

Oils: Tar and creosote, in bulk,
including solignum and similar
substances for the preservation
of wood but not including wood
preserving ornamental stains Ad-valorem 10%

Paints, colours, Varnishes, and
Driers including Distemper, Red
and White lead, Enamels,
Cellulose and similar paints,
Japan, Berlin, or Brunswick
Black, Lamp Black, Whiting,
Liquid Size, Shellac, French
polish, wood stains, Lacqueur,
Linseed Oil, Hempseed oil,
Terebine, Turpentine and
Turpentine substitutes Ad-valorem 30%

Soap:

(a) Common; in bulk, bars or doublets	per 100 kgs.	20.00
(b) Toilet	Ad-valorem	35%
(c) Liquid soap, soap powders and soap n.e.e.	"	35%

Coconut oil for industrial purposes (containing not less than one per cent of citronella oil or similar denaturant)

Free

Lubricants and aviation fuel other than aviation Kerosene (jet fuel) for use in aircraft.

Free

Caustic Soda

100 kgs. 4.00

Disinfectants and Germicides

Free

Drugs, Medicated Dressings, Medicinal preparations and Antiseptics:

(a) When imported by hospitals or institutions

Free

(b) Others

Ad-valorem 10%

Dyes:

(a) Annatto		Free
(b) Microscopic stains for laboratory work		"
(c) Hair Dyes and similar preparations	"	30%
(d) Other n.e.s.	"	15%

Fertilizers and manures, mineral or animal and/or vegetable natural or artificial	Ad-valorem	Free
Insect Sprays and other substances, n.e.e. for prevention and destruction of pests, and for the prevention and cure of diseases in animals, plants and trees		Free
Cosmetics, Face cream, Toilet powder, Hair tonic and other Toilet preparations	"	65%
Polish and Creams: for boots and shoes	"	20%
Dyes, chemicals, reagents and other articles imported by local tanneries, textile industries and refineries as processing or finishing materials.		Free
Tooth pastes, powders and/or Washes	"	20%
Other chemicals including plastic materials imported for use in local industry	"	10%
Boots and shoes and other footwear and parts and accessories thereof:	"	
(a) Boots and shoes of leather or having soles or uppers of leather, or mainly of leather, n.e.e.	Per pair 10.00 or Ad-valorem 50% whichever is the higher.	
(b) Sports footwear, but excluding footwear made of canvas or other textiles with rubber or plastic	Ad-valorem	20%

(c) Surgical or corrective footwear		Free
(d) Other footwear n.e.e.	E.\$ or Ad-valorem whichever is higher	4.00 80%
(e) Parts of footwear, of any material other than leather or rubber, imported for the purpose of local manufactures into footwear	Ad-valorem	20%
(f) Leather soles and heels	"	50%
(g) Rubber soles and heels	"	40%
Elastic Braid, Cord, Garments, House, or similar products made of cloth and rubber	"	30%
Garments and clothing of cloth impregnated with rubber	"	30%
Leather Gloves	"	30%
Leather, Sole	"	30%
Leather, others	"	30%
Leather Manufactures	"	30%
Rubber Gloves, for surgical use	"	Free
Rubber Tyres and Tubes:		
(a) Pneumatic		
(1) Tyres:		
(i) For cycles and bicycles per kg.		0.25
(ii) For Motor passenger cars, light delivery vans, pick-ups, station wagons and motor bicycles	"	0.50
(iii) For motor and Diesel trucks and lorries: Size 32x6, 700x20, 42,9 and similar tyres	"	Free

(iv) Others	Per kg.	0.25
(2) Tubes:		
(i) For cycles and bicycles	"	0.25
(ii) For mechanical propelled vehicles	"	0.25
(iii) Others	"	0.25
(b) Solid: complete, or in lengths, or in pieces	"	1.00
Rubber Manufactures: n.e.e. Raw and unworked natural or <u>synthetic rubber and rubber cement and rubber gum</u> , which are shown to the satisfaction of the Director of Customs to be imported solely for use in tyre re-treading or in the manufacture of footwear or parts of footwear.	Ad-valorem	40 %
		Free
Furniture, Cane or Rush	"	40%
Furniture wooden	"	40%
Handles Wooden: for tools and implements	"	10%
Joinery: Wooden framework of houses, window frames, sashes, casements, doors, lintels, and builders mouldings	"	30%
Plywood and pulp boards	"	60%
Veneers: for manufacture of furniture	"	30%
Wood Manufactures: n.e.e.	"	40%
Cardboard, Millboard, and strawboard	"	10%
Carbon paper and tracing paper	"	20%
Cigarette paper	"	35%
Coloured, silvered, and Gilded paper	"	35%
Common Foolscap Paper: for office or school use	"	10%

Copy paper	Ad-valorem	10%
Letter paper: plain or ruled, headed or otherwise	"	10%
Paper bound in books: i.e., Exercise books, Account Books, Note Books, Cheque Books, etc.	"	10%
Photographic paper	"	30%
Printing paper: namely, newsprint, in reels or in the flat, plain or composite paper, n.e.e. in reels of not less than 22 centimeters wide, or flat or folded in the original mill ream wrapper of a size of not less than 35x40 centimeters	"	10%
Toilet paper	"	10%
Wall paper	"	20%
Wrapping paper	"	10%
Typewriter or Adding Machine Ribbons	"	20%
Wrapping paper and cardboard manufactures for packing purposes	"	10%
Beads, Glass	"	50%
Films, Cinematograph, printed or exposed for exhibition:		
(a) Of a scientific or educational nature for exhibition solely to or by scientific or technical societies or in educational institutions		Free
(b) Others	100 m	1.00
Films, Cinematograph unexposed	Ad-valorem	20%
Jewellery: Including all metal, bone ivory, and plastic ornaments for personal wear or adornment, such as necklaces, buckles, brooches clasps, etc.:		
(a) Genuine	Ad-valorem	100%
(b) Imitation	"	100%

Lamps: Metal, Glass, or plastic, for use with Kerosene and other oils	Ad-valorem	10%
Linoleum and similar floor covering	"	25%
Perfumery; perfumery essences, perfume bases and compositions, and perfumes	"	60%
Radio sets and Radiograms: including valves and spare parts for same	"	35%
Sporting requisites:	"	20%
(a) Umbrellas, parasols, sunshades	80% Ad-valorem or Eth.\$ 3 per price whichever is higher	
(b) Parts and accessories thereof	Ad-valorem	30%
Manufactured articles of plastic materials:		
(a) Laminated sheets of a type and size suitable for building purposes, or for the manufacture of furniture.	"	60%
(b) Other	"	35%
Buttons, including button blanks, of any material	"	50%
Tape recorders, voice recorders, dictaphones and other sound recording or reproducing apparatus (including those combined with radio sets), microphones, amplifiers, loud-hailers and public address systems: tapes and wires for use with the above: gramophone records of any material	Ad-valorem	35%

Structurals and building materials,
machinery (not including vehicles),
equipment, furniture, furnishing
cutlery, crockery, linen and
cooking utensils imported for the
establishment of new hotels in which
a capital of not less than Eth.\$ 200,000
has been or is invested

Free

Provided that similar goods are not
produced in Ethiopia, and
subject further to the following
conditions:

- (i) that the goods are imported solely
in the initial stage of the estab-
lishment of the hotel.
- (ii) that the goods imported are
not for replacement of goods.

All goods, wares, and merchandise, not
provided for under any heading
in the Tariff or under any special
law relating to the customs.

35%

Appendix 5

NATIONAL BANK OF ETHIOPIA
(EXCHANGE CONTROL)

NOTICE TO IMPORTERS

Notice is hereby given that on and after Monday, 25 November 1968, applications for foreign exchange in payment for import of goods included on the attached list will be authorized and issued together with the customs copy thereof, only upon payment in Ethiopian Dollars of an amount equal to 100% of the c.i.f. value into an account to be designated as "Import Account" with a licensed bank in Ethiopia.

Such deposits may be used only to effect payment for the goods covered by the relative Exchange Control Licence. Otherwise, withdrawal of the funds will be permitted only in the events that the Exchange Control Payments Licence is returned to the Exchange Control for cancellation.

Applications for import licence requiring prior deposit should be accompanied by the accounting ticket from the respective banks evidencing that prior deposit specified against each classification of imports are deposited with a licensed bank.

Importers of goods described in the attached list are NOT to place firm orders for goods to be imported from abroad before applying for an allocation of foreign exchange in payment therefor.

This notice cancels and superseeds Notice No.NBE/EC/154 dated 26 April, 1968.

GOVERNOR

Appendix 6CATEGORIES OF IMPORTS SUBJECT TO 100% PRIOR
DEPOSIT AT THE TIME OF ISSUE OF THE RELATIVE
EXCHANGE CONTROL PAYMENTS LICENCEDescription

Alcohol in bulk
Arms and ammunitions.
Blankets (Woollen)
Bacon
Beers

Biscuits, cakes and pastries
Boots and shoes (leather or otherwise)
Butter
Cameras
Caviar and caviar imitations

Cinema pictures
Cigares
Cigarettes
Cinematographic instruments and materials
Cereals raw
cards, playing

Charcoal
Cheese
China and Porcelain wares
Clocks and watches
Coffee and coffee preparations

Cocoa preparations
Cordage
Cosmetics, perfumes and other toilet requisites
Cotton drills
Cotton piece goods (grey)
Cotton thread

Cotton yarn 10 and 20 counts

Cream

Currants

Dates, fresh

Earthenware and stoneware

Film of all kinds

Flax, Hemp and Jute manufactures (including gunny bags)

Fats, edible

Flour of all kinds

Foodstuffs, canned

Fruits, fresh and canned

Fruit juices and squashes

Furs

Furniture (household and office)

Glass beads

Glass and crystal manufactures

Gramophone records

Ham

Hessian cloth and sacking cloth

Household goods (including aluminium, brass, copper
and iron manufactures)

Honey

Incense

Jeans, grey, white or dyed

Jams

Jellies

Jewellery

Liquors

Livestock, other than for breeding purposes

Leather gloves (except for industrial purposes)

Leather belts (other than for industrial purposes)

Matches

Macaroni

Malt

Marmalades

Ment (fresh or frozen)

Meat extracts, meat or soups in tins

Mineral waters

Milk, evaporated, condensed or dried

Motor cycles

Motor vehicles (passenger, including station wagons)
valued at E\$ 5,000 CIF or more

Musical instruments

Oils, edible

Paperware (for wrapping and decorative purposes)

Plastic manufactures, except for industrial purposes

Photographic instruments and materials (other than films)

Raisins

Receiving radio sets, transistors, etc.

Record players, tapes and materials

Rayon goods

Sausages, dried or canned

Silk and art silk manufactures

Silk and art silk piece goods

Soap toilet

Soap, common

Sugar

Sweets and sweetmeats

Spirits and alcoholic beverages

Salt

Stoves, ranges for cooking and heating

Sundry consumer toilet goods

Tarpaulins

Tea (in packets, tins or in bulk)

Television receiving sets

Tobacco leaves

Tomato juices and extracts

Twine

Umbrellas

Vegetables, fresh or preserved

Woollen piece goods

Woollen manufactures

Wheat paste

Wines, and sparkling

Wood, res, except for industrial purposes

— (manufactured) of all kinds

Appendix 7RATES OF IMPORT DUTY, TRANSACTION AND
OTHER TAXES ON SELECT IMPORT ITEMS

Item	Import Duty	Transaction Tax(per cent)	Munici- pality (per cent)
Common soap	U.S.\$ 8 per 100 kg.	12	1
Toilet soap	35 per cent	12	1
Liquid detergents	35 per cent	12	1
Tallow	10 "	12	1
Coconut oil	Free	12	1
Perfumery	10 per cent	12	1
Caustic soda	U.S.\$ 1.60 per 100 kg.	12	1
Paints & varnishes	20 per cent	12	1
Medicines & Pharmaceuticals	Free to 10 per cent	12	1
Iron & Steel:			
Galvanised sheets	US\$ 80 per tonne	12	1
Pipes & Tubes	US\$ 4 per 100 kg.	12	1
Angles, shapes, etc.	US\$ 3.60 per 100 kg.	12	1
Hardware	US\$ 4 per 100 kg.	12	1
Locks, hinges, etc.	15 per cent	12	1
C.I. Pipes, fittings	15 per cent	12	1
Sanitaryware	20 per cent	12	1
Hand tools	Free	12	1
Machine tools	Free	12	1
Batteries, dry cells	25 per cent	12	1
Automobile parts	50 per cent	12	1

(Contd....)

Appendix 7 (Contd....)

Item	Import Duty	Transaction Tax(per cent)	Municipality (per cent)
Umbrellas	US\$ 14.40 per dozen or 80 per cent Ad-valorem whichever is higher	12	1
Parts .	30 per cent	12	1
Safety razor blades	30 per cent	12	1
i) Scissors	25 per cent	12	1
Agarbatti	30 per cent	12	1
Steel Furniture	40 per cent	12	1
Clothing	75 per cent	12	1
Knitwear	US\$ 4 per dozen or 100% Ad-valorem whichever is higher	12	1
Filtered cloth for oil extraction	60 per cent	12	1
Tarpalin with eyelets	15 per cent	12	1
Art silk lining	60 per cent	12	1
Sewing thread	35 per cent	12	1
Jute bags .	US\$ 20 per 100 kg.	12	1
Tea	US\$ 1.20 per kg.	12	1
Bicycles	15 per cent	12	1
Bicycle tyres & tubes	US\$ 0.10 per kg.	12	1
Sewing machine	10 per cent	12	1
Typewriter	30 per cent	12	1
Baking Yeast	30 per cent	12	1
Carbon paper	20 per cent	12	1
Hyderogenated oil	30 per cent	12	1
Flashlight	35 per cent	12	1

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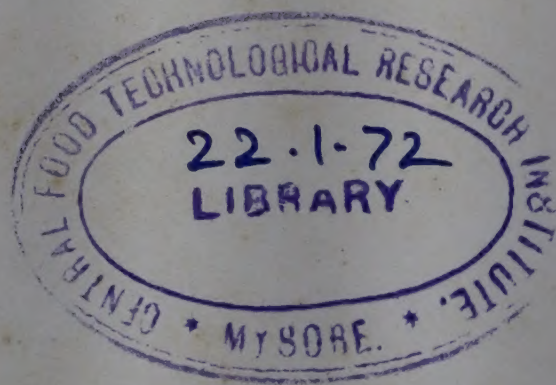
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